A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 8, 1968

facts about 178 world markets for U.S. products in more than 1,000 publications

International Trade Winds Newsletter

Company News

MANAGEMENT CONSULTING—Booz, Allen & Hamilton, Inc., Chicago, international management consultants, has announced the formation of Booz, Allen & Hamilton Canada, Ltd., to serve clients in Canada. The new firm, with headquarters in Toronto, will offer organizational planning and appraisal, marketing services, business analysis, computer systems planning and design, new product management, and research and development assistance to Canadian firms and government agencies. Booz, Allen also has overseas offices at London and Duesseldorf.

DESALINIZATION EQUIPMENT—A $5 million contract for a seawater desalting plant in Saudi Arabia has been awarded to Aqua-Chem, Inc., Milwaukee, Wis. The plant, with a capacity of 5 million gallons a day, will be a part of a dual purpose power and water desalting plant at Jidda. The overall project is being built by the Dutch firm of Werkspoor-Amsterdam, N.V., for the Saudi Government. Two Aqua-Chem desalting plants are already being built in Saudi Arabia, at Al-Wajh and at Duba.

FOOD PRODUCTS—General Foods Corp., New York, has formed a new subsidiary, General Foods (Northern Europe), G.m.b.H., with company headquarters located at Hamburg. The new company will undertake European market research for food products, and advise General Foods' Scandinavian subsidiaries on sales promotion.

DATA PROCESSING EQUIPMENT—California Computer Products, Anaheim, Calif., specialist maker of computer equipment, has set up a German subsidiary, Calcomp, G.m.b.H., to be headquartered in Duesseldorf. The newly established company will handle sales and service of Calcomp's line of products in Germany.

HOTELS—Intercontinental Hotels Corp., a subsidiary of Pan American World Airways, New York, is building a new hotel in Tahiti, French Polynesia, in association with a local businessman. The hotel, which will have 200 rooms, is being constructed in accordance with new French foreign investment rules designed to promote tourism in Polynesia.

Put a heavier underscore on the word "international" in international trade fairs, if Cologne's '67 experience is any criterion. During the 11 fairs on the Cologne schedule, the total of foreign trade visitors went up over '66 by 10%, German attendance by 4%. The city's fairs brought in 59,871 visitors from outside Germany. Among the 10,000 companies from 65 nations on exhibit directly or through representatives were 327 from the United States.

"International Visitor" on your badge at INTIMEX '68 in New York March 5-7 admits you free to displays, seminars and special plant and showroom tours in Manhattan's garment district. Foreign visitors to this apparel show will also have their own lounge, with interpreters and an international trade specialist from the U.S. Department of Commerce on hand. A daily bulletin for exhibitors will list all foreign arrivals.

U.S. Government research reports were an added promotional feature of the Atomic Energy equipment show at the Tokyo U.S. Trade Center in November. About 400 brochures and 1,500 bibliographies with order blanks, listing the reports of the Bureau of Standards Clearinghouse for Federal Scientific and Technical Information were picked up with enthusiastic comments by the engineers, technicians, researchers and agents who came to the show.

Extent of interest in peaceful uses of atomic energy in Japan was indicated by the registration list for this show. It has 1,589 names, a representative cross-section of the very new atomic equipment and machinery industry. A 12-month projection of sales by the exhibitors was reported at $1,628,000.

Japanese-speaking Warren F. McClelland is opening an office in Tokyo on Jan. 15 for the Maryland Port Authority. It is the Baltimore port unit's third overseas office, others already being in service on full-time basis in Brussels and London. Baltimore has its eyes on Far East trade, not only to and from Japan, but Taiwan, Korea, Hong Kong, the Philippines, Thailand, Viet-Nam, Singapore, Malaysia, Australia and New Zealand.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

This week the semiannual Bureau of International Commerce Checklist of International Business Publications is published, offering a complete reference to all available Commerce Department publications dealing with international business, including such series as the Overseas Business Reports, International Customs Journals, Foreign Market Reports, World Trade Directory Reports, and many other periodicals and special publications. Complete descriptions of the books and pamphlets are given with each listing, beginning on page 21.

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Special Report

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EXPLAINING NEW PROGRAM are (from left) Chairman William McC. Martin of Federal Reserve Board, Secretary of State Rusk, Treasury Secretary Fowler, Commerce Secretary Trowbridge, and Gardner Ackley, the retiring Chairman of The President's Council of Economic Advisers.

Restraints, export drive in payments program

President's Jan. 1 directive also touches travel, loans, nontariff barriers, investment here

A balance-of-payments program embracing mandatory restraints on U.S. direct investment abroad and a new drive for exports has been placed before the American people by President Johnson.

The program—announced Jan. 1 as this issue of INTERNATIONAL COMMERCE was at deadline—is designed to reduce the deficit in the country's international ledger by at least $1 billion in 1968 from the 1967 level.

In addition to investment curbs and export promotion, it touches upon overseas lending, travel out of the Western Hemisphere, government expenditures abroad, nontariff barriers in other nations, and foreign investment and travel in the U.S.

Of particular interest to the American export community was a group of recommendations by the President calling for a newly intensified Commerce Department promotion of the sale of U.S. goods abroad, an earmarking of Eximbank authorizations for export insurance, guarantees and financing, and the initiation of a "Joint Export Association" program offering Government aid to exporting companies.

The following is the text of President Johnson's Jan. 1 message to the nation, entitled "Where We Stand Today:"

I want to discuss with the American people a subject of vital concern to the economic health and well-being of this Nation and the Free World.

It is our international balance of payments position.

The strength of our dollar depends on the strength of that position.

The soundness of the Free World monetary system, which rests largely on the dollar, also depends on the strength of that position.

To the average citizen, the balance of payments, and the strength of the dollar and of the international monetary system, are meaningless phrases. They seem to have little relevance to our daily lives. Yet their consequences touch us all—consumer and captain of industry, worker, farmer, and financier.

More than ever before, the economy of each nation is today deeply intertwined with that of every other. A vast network of world trade and financial transactions ties us all together. The prosperity of every economy rests on that of every other.

More than ever before, this is one world—in economic affairs as in every other way.

Your job, the prosperity of your farm or business, depends directly or indirectly on what happens in Europe, Asia, Latin America, or Africa.

The health of the international economic system rests on a sound international money in the same way as the health of our domestic economy rests on a sound domestic money. Today, our domestic money—the U.S. dollar—is also the money most used in international transactions. That money can be sound at home—as it surely is—yet can be in trouble abroad—as it now threatens to become.

In the final analysis its strength abroad depends on our earning abroad about as many dollars as we send abroad.

U.S. dollars flow from these shores for many reasons—to pay for imports and travel, to finance loans and investments and to maintain our lines of defense around the world.

When that outflow is greater than our earnings and credits from foreign nations, a deficit results in our international accounts.

For 17 of the last 18 years we have had such deficits. For a time those deficits were needed to help the world recover from the ravages of World War II. They could be tolerated by the United States and welcomed by the rest of the world. They distributed more equitably the world's monetary gold reserves and supplemented them with dollars.

Once recovery was assured, however, large deficits were no longer needed and indeed began to threaten the strength of the dollar. Since 1961 your government has worked to reduce that deficit.

By the middle of the decade, we could see signs of success. Our annual deficit had been reduced two-thirds—from $3.9 billion in 1960 to $1.3 billion in 1965.

In 1966, because of our increased responsibility to arm and supply our men in Southeast Asia, progress was interrupted, with the deficit remaining at the same level as 1965—about $1.3 billion.

In 1967, progress was reversed for a number of reasons:

► Our costs for Vietnam increased further.

► Private loans and investment abroad increased.

► Our trade surplus, although larger than 1966, did not rise as much as we had expected.

► Americans spent more on travel abroad.

Added to these factors was the uncertainty and unrest surrounding the devaluation of the British pound. This event strained the international monetary system. It sharply increased our balance of payments deficit and our gold sales in the last quarter of 1967.

The Problem

Preliminary reports indicate that these conditions may result in a 1967 balance of payments deficit in the area of $3.5 to $4 billion—the highest since 1960. Although some factors affecting our deficit will be more favorable in 1968, my advisors and I are convinced that we must act to bring about a decisive improvement.

We cannot tolerate a deficit that could threaten the stability of the international monetary system—of which the U.S. dollar is the bulwark.

We cannot tolerate a deficit that could endanger the strength of the entire Free World economy, and thereby threaten our unprecedented prosperity at home.

A Time for Action

The time has now come for decisive action to bring our balance of payments to—or close to—equilibrium in the year ahead.

The need for action is a national and international responsibility of the highest priority.

I am proposing a program which will meet this critical need, and at the same time satisfy four essential conditions:

► Sustain the growth, strength and prosperity of our own economy.

► Allow us to continue to meet our international responsibilities in defense of freedom, in promoting world trade, and in encouraging economic growth in the developing countries.

► Engage the cooperation of other free nations, whose stake in a sound international monetary system is no less compelling than our own.

► Recognize the special obligation of those nations with balance of payments surpluses, to bring their payments into equilibrium.

The First Order of Business

The first line of defense of the dollar is the strength of the American economy.

No business before the returning Congress will be more urgent than this: To enact the anti-inflation tax which I have sought for almost a year. Coupled with our expenditure controls and appropriate monetary policy, this will help to stem the inflationary pressures which now threaten our economic prosperity and our trade surplus.

No challenge before business and labor is more urgent than this: To exercise the utmost responsibility in their wage-price decisions, which affect so directly our competitive position at home and in world markets.

I have directed the Secretaries of Commerce and Labor, and the Chairman of the Council of Economic Advisers to work with leaders of business and labor to make more effective our voluntary program of wage-price restraint.

I have also instructed the Secretaries of Commerce and Labor to work with unions and companies to prevent our exports from being reduced or our imports increased by crippling work stoppages in the year ahead.

A sure way to instill confidence in our dollar—both here and abroad—is through these actions.

The New Program

But we must go beyond this, and take action to deal directly with the balance of payments deficit.

Some of the elements in the program I propose will have a temporary but immediate effect. Others will be of longer range.

All are necessary to assure confidence in the American dollar.

1. Direct Investment

Over the past three years, American business has cooperated with the government in a voluntary program to moderate the flow of U.S. dollars into foreign investments. Business leaders who have participated so wholeheartedly deserve the appreciation of their country.

But the savings now required in foreign investment outlays are clearly beyond the reach of any voluntary program. This is the unanimous view of all my economic and financial advisers and the Chairman of the Federal Reserve Board.

To reduce our balance of payments deficit by at least $1 billion in 1968 from the estimated 1967 level, I am invoking my authority under the Banking Laws to establish a mandatory program that will restrain direct investment abroad.

This program will be effective immediately. It will insure success and guarantee fairness among American business firms with overseas investments.

The program will be administered by the Department of Commerce, and will operate as follows:

► As in the voluntary program, overall and individual company targets will be set. Authorizations to exceed these targets will be issued only in exceptional circumstances.

► New direct investment outflows to countries in continental western Europe and other developed nations not heavily dependent on our capital will be stopped in 1968. Problems arising from work already in process or commitments under binding contracts will receive special consideration.

► New net investments in other developed countries will be limited to 65% of the 1965-66 average.

► New net investments in the developing countries will be limited to 110% of the 1965-66 average.

Nations placed in three categories

In the order setting up restraints on direct investment abroad, nations in which investments may be made are divided into three categories. Two of these cover developed nations, the third the less developed nations.

There are a number of developed countries in which a high level of capital inflow is needed for economic growth and financial stability and where capital requirements cannot adequately be met from non-U.S. sources. In this category of countries, transfers of capital from the U.S. will be pemitted as long as direct investment does not exceed 65% of the 1965-66 base. These countries are: United Kingdom, Ireland, Canada, Japan, Australia, New Zealand, Bermuda, The Bahamas, Hong Kong, and the oil-producing countries (Bahrain, Iran, Iraq, Kuwait, Kuwait-Saudi Arabia neutral zone, Libya, Qatar, Saudi Arabia, Abu Dhabi).

In the remaining developed countries, transfers of capital will be subject to moratorium, that is, no new direct investment there will be permitted subject to special authorization for which application may be made to the Director, Office of Foreign Direct Investments, U.S. Department of Commerce. These countries are mainly in Western Europe, and also include South Africa.

In less developed countries taken as a group, transfers of capital by direct investors will be permitted as long as direct investment (defined as the sum of capital transfers from U.S. and reinvested earnings) does not exceed 110% of average direct investment in base period 1965-66.

Less developed countries are as defined for the U.S. Interest Equalization Tax.

These countries, in brief, are: all countries in Africa except South Africa; all countries in Asia except Japan and Hong Kong; countries of the Middle East except the oil-producing countries listed above; Latin American countries except Cuba, and two countries in Europe—Greece and Finland.

This program also requires businesses to continue to bring back foreign earnings to the United States in line with their own 1964-66 practices.

In addition, I have directed the Secretary of the Treasury to explore with the Chairmen of the House Ways and Means Committee and Senate Finance Committee legislative proposals to induce or encourage the repatriation of accumulated earnings by U.S.-owned foreign businesses.

2. Lending by Financial Institutions

To reduce the balance of payments deficit by at least another $500 million, I have requested and authorized the Federal Reserve Board to tighten its program restraining foreign lending by banks and other financial institutions.

Chairman Martin has assured me that this reduction can be achieved:

► without harming the financing of our exports;

► primarily out of credits to developed countries without jeopardizing the availability of funds to the rest of the world.

Chairman Martin believes that this objective can be met through continued cooperation by the financial community. At the request of the Chairman, however, I have given the Federal Reserve Board standby authority to invoke mandatory controls, should such controls become desirable or necessary.

3. Travel Abroad

Our travel deficit this year will exceed $2 billion. To reduce this deficit by $500 million:

► I am asking the American people to defer for the next two years all nonessential travel outside the Western Hemisphere.

► I am asking the Secretary of the Treasury to explore with the appropriate Congressional committees legislation to help achieve this objective.

4. Gov't Overseas Expenditures

We cannot forego our essential commitments abroad, on which America's security and survival depend.

Nevertheless, we must take every step to reduce their impact on our balance of payments without endangering our security.

Recently, we have reached important agreements with some of our NATO partners to lessen the balance of payments costs of deploying American forces on the Continent—troops necessarily stationed there for the common defense of all.

Over the past three years, a stringent program has saved billions of dollars in foreign exchange.

I am convinced that much more can be done. I believe we should set as our target avoiding a drain of another $500 million on our balance of payments.

To this end, I am taking three steps.

First, I have directed the Secretary of State to initiate prompt negotiations with our NATO allies to minimize the foreign exchange costs of keeping our troops in Europe. Our allies can help in a number of ways, including:

► The purchase in the U.S. of more of their defense needs.

► Investments in long-term United States securities.

I have also directed the Secretaries of State, Treasury and Defense to find similar ways of dealing with this problem in other parts of the world.

Second, I have instructed the Director of the Budget to find ways of reducing the numbers of American civilians working overseas.

Third, I have instructed the Secretary of Defense to find ways to reduce further the foreign exchange impact of personal spending by U.S. forces and their dependents in Europe.

Long-Term Measures

5. Export Increases

American exports provide an important source of earnings for our businessmen and jobs for our workers.

They are the cornerstone of our balance of payments position.

Last year we sold abroad $30 billion worth of American goods.

What we now need is a long-range systematic program to stimulate the flow of the products of our factories and farms into overseas markets.

We must begin now.

Some of the steps require legislation:

I shall ask the Congress to support an intensified five year, $200 million Commerce Department program to promote the sale of American goods overseas.

I shall also ask the Congress to earmark $500 million of the Export-Import Bank authorization to:

► Provide better export insurance.

► Expand guarantees for export financing.

► Broaden the scope of Government financing of our exports.

Other measures require no legislation.

I have today directed the Secretary of Commerce to begin a Joint Export Association program. Through these Associations, we will provide direct financial support to American corporations joining together to sell abroad.

And finally, the Export-Import Bank —through a more liberal rediscount system—will encourage banks across the Nation to help firms increase their exports.

6. Nontariff Barriers

In the Kennedy Round, we climaxed three decades of intensive effort to achieve the greatest reduction in tariff barriers in all the history of trade negotiations. Trade liberalization remains the basic policy of the United States.

We must now look beyond the great success of the Kennedy Round to the problems of nontariff barriers that pose a continued threat to the growth of world trade and to our competitive position.

American commerce is at a disadvantage because of the tax systems of some of our trading partners. Some nations give across-the-board tax rebates on exports which leave their ports and impose special border tax charges on our goods entering their country.

International rules govern these special taxes under the General Agreement on Tariffs and Trade. These rules must be adjusted to expand international trade further.

In keeping with the principles of cooperation and consultation on common problems, I have initiated discussions at a high level with our friends abroad on these critical matters—particularly those nations with balance of payments surpluses.

These discussions will examine proposals for prompt cooperative action among all parties to minimize the disadvantages to our trade which arise from differences among national tax systems.

We are also preparing legislative measures in this area whose scope and nature will depend upon the outcome of these consultations.

Through these means we are determined to achieve a substantial improvement in our trade surplus over the coming years. In the year immediately ahead, we expect to realize an improvement of $500 million.

7. Foreign Investment, Travel in U.S.

We can encourage the flow of foreign funds to our shores in two other ways:

► *First*, by an intensified program to attract greater foreign investment in U.S. Corporate securities, carrying out the principles of the Foreign Investors Tax Act of 1966.

► *Second*, by a program to attract more visitors to this land. A Special Task Force headed by Robert McKinney of Santa Fe, New Mexico, is already at work on measures to accomplish this. I have directed the Task Force to report within 45 days on the immediate measures that can be taken, and to make its long-term recommendations within 90 days.

Meeting Reserve Needs

Our movement toward balance will curb the flow of dollars into international reserves. It will therefore be vital to speed up plans for the creation of new reserves —the Special Drawing Rights—in the International Monetary Fund. These new reserves will be a welcome companion to gold and dollars, and will strengthen the gold exchange standard. The dollar will remain convertible into gold at $35 an ounce, and our full gold stock will back that commitment.

A Time for Responsibility

The program I have outlined is a program of action.

It is a program which will preserve confidence in the dollar, both at home and abroad.

The U.S. dollar has wrought the greatest economic miracles of modern times.

It stimulated the resurgence of a war-ruined Europe.

It has helped to bring new strength and life to the developing world.

It has underwritten unprecedented prosperity for the American people, who are now in the 83d month of sustained economic growth

A strong dollar protects and preserves the prosperity of businessman and banker, worker and farmer—here and overseas.

The action program I have outlined in this message will keep the dollar strong. It will fulfill our responsibilities to the American people and to the Free World.

I appeal to all of our citizens to join me in this very necessary and laudable effort to preserve our country's financial strength.

Complete text of investment restraint order

Commerce, Federal Reserve given program authority

The following is the text of Executive Order No. 11387 governing certain capital transfers abroad:

By virtue of the authority vested in the President by section 5(b) of the act of Oct. 6, 1917, as amended (12 U.S.C. 95a), and in view of the continued existence of the national emergency declared by Proclamation No. 2914 of Dec. 16, 1950, and the importance of strengthening the balance of payments position of the United States during this national emergency, it is hereby ordered:

1. (a) Any person subject to the jurisdiction of the United States who, alone or together with one or more affiliated persons, owns or acquires as much as a 10% interest in the voting securities, capital or earnings of a foreign business venture is prohibited on or after the effective date of this Order, except as expressly authorized by the Secretary of Commerce, from engaging in any transaction involving a direct or indirect transfer of capital to or within any foreign country or to any national thereof outside the United States.

(b) The Secretary of Commerce is authorized to require, as he determines to be necessary or appropriate to strengthen the balance of payments position of the United States, that any person subject to the jurisdiction of the United States who, alone or together with one or more affiliated persons, owns or acquires as much as a 10% interest in the voting securities, capital or earnings of one or more foreign business ventures shall cause to be repatriated to the United States such part as the Secretary of Commerce may specify of (1) the earnings of such foreign business ventures which are attributable to such person's investments therein and (2) bank deposits and other short term financial assets which are held in foreign countries by or for the account of such person. Any person subject to the jurisdiction of the United States is required on or after the effective date

of this Order to comply with any such requirement of the Secretary of Commerce.

(c) The Secretary of Commerce shall exempt from the provisions of this Section one, to the extent delineated by the Board of Governors of the Federal Reserve System (hereinafter referred to as the Board), banks or financial institutions certified by the Board as being subject to the Federal Reserve Foreign Credit Restraint Programs, or to any program instituted by the Board under Section two of this Order.

2. The Board is authorized in the event that it determines such action to be necessary or desirable to strengthen the balance of payments position of the United States:

(a) to investigate, regulate or prohibit any transaction by any bank or other financial institution subject to the jurisdiction of the United States involving a direct or indirect transfer of capital to or within any foreign country or to any national thereof outside the United States; and (b) to require that any bank or financial institution subject to the jurisdiction of the United States shall cause to be repatriated to the United States such part as the Board may specify of the bank deposits and other short term financial assets which are held in foreign countries by or for the account of such bank or financial institution. Any bank or financial institution subject to the jurisdiction of the United States shall comply with any such requirement of the Board on and after its effective date.

3. The Secretary of Commerce and the Board are respectively authorized, under authority delegated to each of them under this Order or otherwise available to them, to carry out the provisions of this Order, and to prescribe such definitions for any terms used herein, to issue such rules and regulations, orders, rulings, licenses and instructions, and to take such other actions, as each of them determines to be necessary or appropriate to carry out the purposes of this Order and their respective responsibilities hereunder. The Secretary of Commerce and the Board may each redelegate to any agency, instrumentality or official of the United States any authority under this Order, and may, in administering this Order, utilize the services of any other agencies, Federal or State, which are available and appropriate.

4. The Secretary of State shall advise the Secretary of Commerce and the Board with respect to matters under this Order involving foreign policy. The Secretary of Commerce and the Board shall consult as necessary and appropriate with each other and with the Secretary of the Treasury.

5. The delegations of authority in this Order shall not affect the authority of any agency or official pursuant to any other delegation of presidential authority, presently in effect or hereafter made, under section 5(b) of the act of Oct. 6, 1917, as amended (12 U.S.C. 95a).

Investment regulation summarized, response procedures are outlined

Article describes basic provisions, exclusions, limitations; tells role of new Foreign Direct Investment unit in Commerce

This is an unofficial summary of regulations on the Foreign Direct Investment Program, along with some instructions for specific authorizations or exemptions, prepared in the U.S. Department of Commerce.

The decision to impose mandatory controls stems from the decision that, as a part of a broader series of balance of payments measures, the level of direct investment outflows from the United States must be markedly reduced from recent levels.

The voluntary balance of payments program for corporations, which began in 1965, has been a substantial success in achieving the goals set for it. It called upon the business community

(1) to cooperate in observing target limitations (stated as a percentage of capital transactions during the years 1962-64) in their foreign direct investment transactions in developed countries and

(2) to maximize their overall contributions to the balance of payments through such means as expanded exports and remittances of earnings on existing direct investments abroad through foreign borrowing.

To achieve an effective voluntary program at the lower levels of direct investment outflows now deemed necessary would be very difficult and would probably entail more inequities than a mandatory program applying uniform standards for all. Therefore, in spite of the fine cooperation of the business community in the last three years, it has been decided to institute a mandatory program under Section 95A of the Banking Act.

Basic provisions

The new regulations provide three basic limitations on new investment abroad. The regulations introduce the term "direct investor," being an individual or company in the United States which owns or acquires an interest of 10% or more of the voting power, earnings, or capital of a foreign business venture, and the limitations are imposed, in general, on the direct investor's dealings with each of the ventures in which it has such an interest.

The regulations provide that:

- Annual limits are placed on amounts of new transfers of capital direct investors may make in their affiliated foreign ventures,
- A specified share of total annual earnings from affiliated foreign ventures must be repatriated at least once each year; and
- The balances of short term financial assets held abroad must be reduced by each direct investor to the average level of 1965-1966.

Basic exclusions

The regulations do not place limitations on:

- Current transactions involving goods or services,
- Purchases of portfolio securities where the total interest of purchaser is less than 10%,
- Direct investors who do not invest or reinvest abroad more than $100,000 in each year,
- Banks participating in the Federal Reserve Foreign Credit Restraint Program. The Executive Order gives

authority to the Board of Governors to subject banks to a program similar to that set forth in the new regulations if the Board believes this action is needed to strengthen the balance of payments.

Additional provisions

Annual limits on transfers of new capital vary depending on the nationality of the foreign affiliate to which new capital is directed.

In each of three groups of countries, the limits on allowable new capital transfers for direct investment therein have been set up. The limit on such new capital transfers is measured as a percentage of the direct investor's historical investment record in these groups during a specified base period. Thus, allowable transfers of new capital to the less developed countries, when added to reinvested earnings in those countries, may not exceed in any year 110% of the direct investor's average investments in these less developed countries in 1965-1966.

For countries in which a high level of capital inflow is essential for the maintenance of economic growth and financial stability, and where those requirements cannot be adequately met from non-United States sources—Canada, Japan, Australia, the United Kingdom and the oil-producing countries among others—new capital transfers for direct investment, together with reinvested earnings, may not exceed 65% of the average of investment in these countries in 1965-1966.

For all other countries, principally continental Western Europe (except Greece and Finland), a moratorium is imposed on any new capital outflows. However, a direct investor may reinvest annually into his ventures in these countries up to 35% of the average of his total investment (transfers and reinvested earnings) during 1965 and 1966.

Borrowing abroad

Net long term borrowings abroad for the purpose of financing investment abroad will not count against a direct investor's target in any of the three groups of countries. Funds made available by depreciation abroad are also not counted or required to be repatriated.

Repatriation requirement

There is a requirement that in each year each direct investor repatriate from his share of the earnings of all his foreign business ventures in the three groups of countries amounts equal to the greater of (1) the same percentage of his share of total earnings from these three groups as he repatriated during 1964-1966 or (2) so much of his share of earnings as may exceed the limits set for capital transfers in each group. With respect to the continental European countries where a moratorium on capital transfers applies, the overriding rule is that earnings in excess of 35% of historical investment in 1965-1966 must be repatriated.

Moreover, as already noted, short term financial assets abroad held other than in direct investments are required to be reduced to the average level of 1965 and 1966 and held at this level.

Authorizations

Specific authorizations will be required for any transactions subject to the regulations and not falling within the targets set up for the investor. An Office of Foreign Direct Investments in the Commerce Department has been established to administer the new regulations and will have the power to issue specific authorizations on the proper criteria.

Submissions for specific authorizations for foreign direct investments should include the following information:

- ► Brief description of project, program or transaction to which requested authorization relates.
- ► Amount of foreign direct investment which is sought to be covered by authorization.
- ► Source and form of the capital for which transfer is sought.
- ► Proposed use of the capital for which transfer is sought.
- ► Reasons why capital is not available from foreign sources.
- ► Statement and data showing why the general authorization provisions of the regulations do not permit the proposed capital transfer to be effected.
- ► Relationship of specific application to overall foreign direct investment position and program.
- ► Estimated amount of, and time period in which specific proposed capital transfer will result in cash or other returns to the United States.
- ► Pertinent business, economic and legal considerations.
- ► Description of related transactions involving foreign direct investment for which specific authorization application is pending or contemplated.
- ► Identification of any other transaction by associated or affiliated persons involving foreign direct investment for which specific authorization is pending or contemplated.
- ► Proposed time schedules for effecting the transfers for which specific authorization is sought.

With respect to applications for specific exemptions from any requirement of the regulation, applicants should state why the specific exemption is appropriate. Include in such application for such exemption any of the foregoing items of information which are relevant to a disposition of the requested exemption.

Overseas lending

The Federal Reserve Board is revising downward the limits on foreign lending of U.S. banks and nonbank financial institutions.

The major thrust will be to secure net reduction in outstanding credits to developed countries of continental Western Europe by requesting banks not to re-lend repayments received on term loans to that area, and, in addition, to reduce outstanding short-term credits to that area by 40%. The overall ceiling will be reduced over the course of the year to a level roughly 5% below the present amount outstanding.

The program will continue to give priority to export credits and loans to lesser developed countries. The Federal Reserve Board will have mandatory powers on standby basis.

For more information

Inquiries about investment controls under the new balance-of-payments program should be addressed to the Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230. The 42 Field Offices of the Commerce Department will also receive queries. The full text of the Foreign Direct Investment Regulations is contained in the Federal Register for Jan. 3, available at 15 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. A release on guidelines for banks and other financial institutions was issued on Jan. 1 by the Federal Reserve Board, Washington, D.C. 20551.

MISSISSIPPI MISSION with U.S. Embassy personnel and company representative are about to enter the Wartsila metal fabricating factory in Helsinki.

Michigan machine-tool mission to five European countries sees prospects for big sales

Return visit by British firm results in $500,000 order for one participant; others report excellent contacts

More and more Michigan-made products are likely to be shipped abroad, as a direct result of the State's sponsorship of a trade mission to Europe.

Only a few weeks after participating in Michigan's first industry-organized Government-approved mission, one of the members reported selling $500,000 worth of machinery to a British firm.

Another participant, since his return, has appointed a distributor in Stockholm. Still another answered a request he had received in Helsinki for quotations on 75 of his tools. Others anticipate sales in the next few years amounting to hundreds of thousands of dollars.

One member, who earlier had been skeptical of the whole idea, evaluated his participation this way: "For future missions, please do not hesitate to refer any doubting Thomas to me."

The mission—composed of machine-tool manufacturers, the director of the University of Michigan's Institute for International Commerce, and members of the State's Department of Commerce—returned in October from visits to Germany, Sweden, Finland, Spain, and England.

The industry members represented firms making such items as specialized machinery in numerical control, high-speed carbide-tipped drills, reamers, cutting tools and blades, holders, synthetic industrial diamonds, permanent magnets, and specialty resistors. They met with business and financial leaders and trade organizations in the countries visited, in addition to holding individual interviews.

In Hanover, the mission attended the International Machine Tool Fair, an exhibition of more than 1300 tools. After meeting with representatives of several European firms there, one member estimates that orders for his company in the near future will reach more than $300,000. Another was put in contact with a distributor, whom he has since appointed to represent his company in Belgium.

In Stockholm, the mission visited the U.S. Trade Center. Several members expressed interest in participating in future industrial machinery promotions. Several visited plants outside Stockholm. One member says he sees potential business for his company at more than $500,000 over the next two or three years.

Of the market for carbide products there, a member said: "It is a tough market when you face a large home producer." After talking with several prospective distributors, however, he anticipates that six months from now sales should begin, and average $250,000 to $500,000 the second year—in both Sweden and Finland.

Finnish market favorable

During their visit to Helsinki, the mission met with importers, distributors, agents and end-users, visited one of the largest machine-tool plants in Finland, and attended a reception given by Finnish-American Chamber of Commerce. They were surprised at the number of opportunities available in this country. One participant said, "A prospective agent handed me two positive inquiries for

our line of manufacture on which they were unable to get quotations from any firm in Western Europe. We have a business potential over the next two years which should run close to $750,000."

Activities in Barcelona included a tour of the SEAT Motor Co. plant, meetings with officials of the Spanish Federation of Importers and Exporters, and a reception at the Barcelona Chamber of Commerce. One mission man, new to exporting, had two positive inquiries from firms interested in representing him in Spain and anticipates receiving orders from two additional Spanish firms he contacted on the trip.

The schedule was concluded in London where a reception for the mission was hosted by the British Tool and Gauge Association. Part of the group toured the Multi-Stage Pressed Tool Co. plant. It was after the London visit that several British businessmen who had expressed interest in certain equipment visited member Hill's Michigan plant and in November purchased $500,000 worth of machinery.

Another objective

Accompanying the mission throughout its tour was Robert W. Adams, Professor of International Business and director of the Institute for International Commerce in the University's Graduate School of Business Administration. Dr. Adams was interested in meeting his counterparts in the European academic community and in establishing contacts with organizations—such as schools of business administration and of economics, export promotion associations, chambers of commerce, and private research organizations—with which the Institute might establish cooperative activities or exchange programs.

He visited business schools in London and Barcelona, the Institute of Export in Helsinki, the General Export Association of Sweden, the Finnish Foreign Trade Association, and a private market research consultant in Stockholm, among others.

Sees problems

Dr. Adams also got some first-hand impressions of what a trade mission actually involves, the problems of the exporter, and the effectiveness of such a mission in solving these difficulties. He feels this mission could have been more effective had there been more time to make various necessary advance preparations for the trip.

"I made a number of extremely valuable contacts, which will open new horizons for the Institute," says Dr. Adams. "This was achieved, however, at a high cost in terms of time away from my classes and other duties at the University. . . For a broader, survey-type mission, it seems quite clear that a much stronger case could be made for Institute participation."

Expenses justified

Armand J. Bove, deputy director of the Michigan State Department of Commerce, headed the group. Commenting on the overall results of the mission, Bove said, "The fact that several distributors have already been appointed and many more agreements are under negotiation indicates that our members had products that were of high quality and thus competitive in the European market. In view of these results and the volume of sales predicted, we feel that our efforts and expenses were many times justified and it encourages us to organize more missions."

Businessmen members were Cleatis A. Beaubien, sales manager, Carbaloy Division, General Electric Metallurgical Products Department, Detroit; Howard Girardin, vice president, Empire Tool Co., Memphis, (Mich..); Walter P. Hill, board chairman, Walter P. Hill, Inc., Troy; Leo A. Obloy, president, Special Drill and Reamer Corp., Madison Heights; and Oswald W. Zeidler, president, Zeidler Tool & Die Co., Warren.

IN HELSINKI, mission members viewed operations (below left) of the Wartsila factory. In Barcelona, members met with representatives of SEAT automotive plant. The U.S. businessmen held individual interviews in every country visited, talked with officials of trade organizations, business leaders.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL EXHIBITION OF COMMERCIAL AND TOURISM FACILITIES AND EQUIPMENT "EXPO-CT-67", MILAN, Oct. 7-15. 440 exhibitors, 75 from outside Italy. 15 U.S. COMPANIES, showing supermarket and hotel equipment. Nearly 150,000 visitors, including 3,250 from overseas, both figures up from last year's totals, according to fair management. U.S. exhibitors thought product range too diverse, but show is an effective market penetration vehicle, and sponsorship by Italian buyers' associations guarantees customer publicity. Next fair scheduled for 1968.

APPLIED CHEMICAL TECHNICAL FAIR—"EXPOQUIMIA '67, BILBAO, SPAIN, Oct. 22-31, 1967. 627 exhibitors, 223 from outside Spain, at the first edition of this fair held in Bilbao (previous ones were in Barcelona in 1965 and Madrid in 1966). 41 U.S. FIRMS REPRESENTED by Spanish agents, as were all the foreign firms in the show. Attendance over 100,000, mostly businessmen, technical personnel, and student groups. Next fair in Bilbao, 1970.

INTERNATIONAL REPROGRAPHY EXHIBITION, COLOGNE, GERMANY, Oct. 25-30, 1967. 84 exhibitors representing nearly 100 firms from Germany and 10 foreign countries. FIVE AMERICAN EXHIBITORS, showing microfilm equipment, copiers, tape units, and other equipment, such as special papers. Attendance 12,000, including some 1400 from abroad. American companies described the European market as capable of considerable expansion, with good sales opportunities existing. No date set yet for next fair.

SWEDISH INSTRUMENTS AND MEASUREMENTS FAIR—"IM-67", STOCKHOLM, Nov. 6-12, 1967. 631 exhibitors, all represented by Swedish firms. 270 U.S. COMPANIES REPRESENTED by Swedish agents, showing scientific instruments and measuring equipment. Fair included a number of smaller scientific exhibits sponsored by Swedish universities and laboratories. Agents representing U.S. manufacturers expressed satisfaction with both sales and attendance figures, considered high for the extremely specialized nature of the show. Next exhibition will be under new management, and is planned for three or four years from now.

Tokyo Center exhibit will show new U.S. reproduction equipment

Japanese demand for duplicating, microfilm machines tops $35 million annually; acceptance of U.S. systems, standards wide

American manufacturers of document processing and reproduction equipment will team with the U.S. Department of Commerce in an export promotion exhibition at the U.S. Trade Center in Tokyo next July 22-27 to increase their already significant sales in a specialized but rapidly expanding segment of Japan's economy.

The show will be the first U.S. commercial exhibition in Japan devoted to document processing and reprographics, although U.S. equipment of this type is already familiar to Japanese users.

Emphasis will be on advanced or sophisticated systems and equipment responsive to Japan's demonstrated needs in this field. Japanese firms and institutions —like their American counterparts—face the problems of an ever-increasing volume of paperwork, document storage and information retrieval.

Underlying the potential market-building success of the Trade Center show to be staged by the Department's Bureau of International Commerce are such factors as:

► Current $35 million annual demand in Japan for duplicating and microfilming equipment.

► Japan's dependence on imports for more than half of its needs for microfilming and records retrieval equipment —with the U.S. share of these imports already at 70 percent.

► Broadly-based acceptance of U.S. standards for microfilming and other selected reprographic applications, coupled with the advanced state of U.S. systems design and engineering methods over current Japanese capabilities.

Product lines to be featured in the Trade Center show will be microfilming equipment, including aperture card and microfiche products; reprographic requipment for "in-house" and "in-plant" reproduction centers, including direct photocopy and electrostatic; advanced collating and binding equipment; automated-mechanized filing and document-handling equipment; document preparation and special drawing room equipment: specialized cameras, film processing and platemaking equipment; peripheral equipment such as advanced design readers and sorters for aperture cards and microfiche; selected optical scanning and facsimile equipment and other point-to-point document transfer and remote observations systems; and non-standard supplies such as special inks, paper, film and chemicals.

Although locally-made low-cost duplicating machines dominated this category of Japan's $35.6 million demand for duplicating and microfilm equipment in 1966, Japanese production of microfilm equipment amounted to only $889,000 compared with imports valued at almost $1.6 million. Of these microfilm equipment imports, 70 percent represented sales by U.S. manufacturers. Japan's combined imports of $3,052,000 in selected reprographic and microfilm equipment during 1966 marked a 23% increase from the previous year and included a value of $1,203,726 from the United States.

The Trade Center staff is conducting a market development program to attract to the July exhibition a "trade-only" audience of specifically identified buyers and users, key decision makers in industry, science, education and government, and selected importers and manufacturers. Exhibiting firms who are new to the Japanese market will benefit also from agency-finding assistance by the Center's personnel.

Notable sales-promoting opportunities for participating U.S. firms have resulted from previous Commerce-sponsored shows abroad in related product lines, including a microfilming, reprographic, and advanced document equipment show at the U.S. Trade Center in Frankfurt, Germany, in late 1966. Twenty-seven exhibitors had $33,000 in immediate sales and forecast $625,000 in additional orders within a year.

U.S. companies interested in taking part in the Tokyo exhibition can obtain further information from the U.S. Department of Commerce, Bureau of International Commerce (Code 926), Washington, D.C. 20230 (phone: area code 202-967-3973), or any of the 42 Commerce Field Offices.

CUTAWAY MODELS of cryogenic transfer lines were used by Anaconda Metal Hose Division (above) to explain their products. Bendix Corp. (below) showed items from pressurization systems to amplifiers.

CRYOGENIC FILLING PUMP was suspended in the display of Cosmodyne Corp. for better viewing by businessmen visiting the booth. Company representative (below center) kneels to demonstrate operation.

Cryogenics attracts buyers at Frankfurt

Trade Center show features entirely new products by 26 of 34 exhibitors

Six technical papers presented by German and American experts augmented the displays of 32 exhibitors representing 34 U.S. firms, as the Frankfurt Trade Center hosted an exhibition of U.S.-made cryogenic and vacuum systems and equipment from Nov. 27-Dec. 1.

The one-day symposium attracted over 70 German scientists to hear and discuss the lectures, and helped to make the attendance that day the highest.

Visitors averaged 146 per day, for a total of 657 during the four and one-half day show. About 20% of those attending came from outside Germany, marking the highest percentage of non-Germans to attend a Center show at Frankfurt.

Orders resulting from the exhibition are expected by the exhibitors to reach well over $1.8 million by this time next year. Immediate off-the-floor sales at the Trade Center amounted to $47,000.

The exhibition provided seven of the participants an introduction to the German market, enabling them to develop new business contacts and agency leads. The exhibiting companies have reported negotiations with 12 German firms for representation on this market. All exhibitors fully or partially achieved their primary marketing objective.

Twenty-six of the 34 exhibitors took advantage of the exhibition to introduce entirely new products in the vacuum-cryogenics field to the German market, and the equipment on display covered almost all aspects of the subject field.

All exhibitors interviewed expressed pleasure with the results of their part in the show. Holger Dieckmann, sales manager for National Research Corp., summed up the reaction of the exhibitors, saying: "The best exhibition we've had in the past two years. We made very important contacts for the near future."

H. J. Peters, assistant sales manager of High Voltage Engineering, pointed out that "because the technical quality of the visitors was high, this exhibition has contributed greatly to our feeling for what equipment will be successfully offered in Germany."

Reaction from all the exhibitors was surprise and pleasure that advanced equipment for a relatively new industry had drawn so many high quality visitors.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Computer Bureau (Shannon) Ltd., formally opened its **Irish** operations at Shannon Airport in December. The firm was recently purchased by the University Computing Company of Dallas, Texas. It is understood that the bulk of the company's processing of information will be for firms in the United States. . . . Union Carbide's $1.7 million dry cell battery factory in Nakuru, **Kenya,** was officially inaugurated in December. The facility, in which the Kenyan Government has a 25% interest, is expected to turn out 30 million flashlight and radio batteries a year for sale in East Africa. Union Carbide is the first American firm in Kenya to locate its plant outside the Nairobi-Thika area. . . . The Government of **Pakistan** has announced a decision to suspend exports of all wild animal skins until further notice. The step has been taken as part of a conservation program to stop the indiscriminate killing of various species of wildlife which are in danger of extinction. . . . Cerveceras Asociadas, S. A., a **Spanish** subsidiary of Joseph Schlitz Brewing Co., has inaugurated a new Barcelona brewery having an annual capacity of 6.7 million gallons.

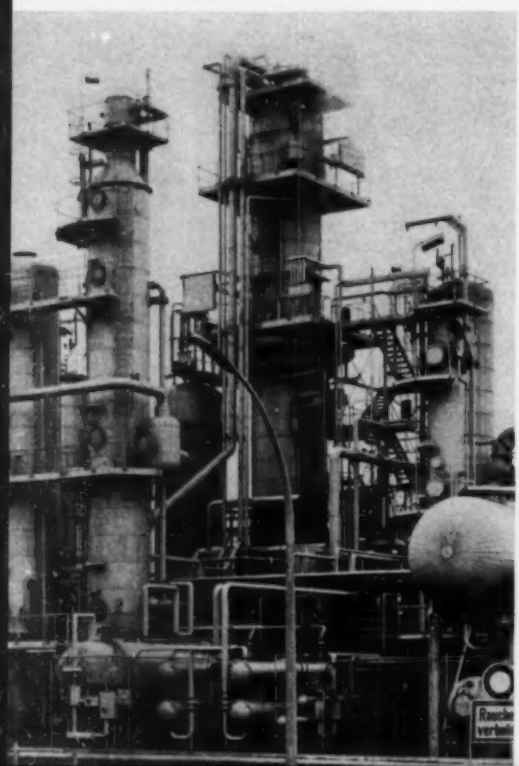
Dutch feel worst is over

Economic signs indicate that mild slowdown has run its course

By the end of November the feeling was general that the Dutch economy had passed its lowest state of relative stagnation and that higher growth rates lay ahead.

This feeling is borne out by the available statistical indicators, which, however, do not go beyond October. According to the latest Economic Trends Report submitted by the U.S. Embassy in The Hague, industrial production, consumption, savings, investment, and—in particular—foreign trade and payments, have developed favorably.

The same was true for time lost from shortened work weeks and for unemployment, which has been below predicted levels.



DUTCH CHEMICAL INDUSTRY continues to pace the Netherlands economic growth. This oxyhydrochlorination unit was designed and erected by a Dutch affiliate of the U.S. petroleum engineering firm, Badger Co. of Cambridge, Mass.

The Netherlands Big Five turned in good earnings reports for the first nine months. AKU (synthetic fiber) showed lower profits, and Philips (electronics) did as well as a year earlier; Shell Oil profits were up 6%, Unilever (food and soap products) did 10% and Hoogovens (steel) 47% better.

Chemicals continue to be the strongest industrial performer, followed by oil refining. Textiles, shoes, garments, and leather showed absolute declines.

Color television, introduced in October, helped retail sales, and sales of 13,000 receivers were expected by yearend. Ready-made clothing also sold well.

The general feeling that the Dutch economy has been doing reasonably well, and that it is beginning to do better, was confirmed in a speech the Minister of Economic Affairs made Dec. 6.

The Minister, presumably on the basis of unpublished data, stated that in 1967 industrial production would rise 5% (3.5% growth had been estimated); labor productivity would increase 6% against an estimated 4.6%; investment in industry, which had been forecast at the same level as in 1966, would show several percentage points growth; and price increases, estimated at 4%, would be only 3 to 3.5%.

This favorable view of a government official had a happy counterpart in the statement of the leader of one of the Big Three Dutch labor unions that unemployment had been much less than he had feared.

The Dutch economy thus is developing favorably, but its expected growth rates are modest compared to what the Dutch are accustomed to. Moreover, the satisfactory general picture continues to be marred by marked differences between business conditions in the densely populated west, and the less developed north, east, and south. These regional differences and the troubles of particular industries continue to be serious problems, which both local and national authorities would like to see solved through new industrial investment.

A domestic economic event of particular interest was the continuing mild squeeze out of business firms. Reports of bankruptcies, defalcations, mergers, and buy-outs showed that the slackening of business activities was taking its toll, that business units were feeling the influence of market forces that was also revealed in increased labor productivity.

Another significant domestic event was the announcement that the Dutch national railway expects its largest deficit in history, and that plans were in hand to discharge a thousand employees (out of 20,000).

Domestic economic policy and program development during the period included the submission of the 1968 budget estimates. The 2.8 billion guilder deficit (about $750 million) reflects the concern about stimulating the economy and responding to social needs. Much of the deficit will be financed from government pension funds and public borrowings.

Eight hundred million guilders is to be financed by inflationary means—a figure that might have been higher if there had not been so much concern about cost-push, which remains one of the more troublesome Dutch economic problems.

A development which indicates that the Dutch realize they are entering a new economic epoch is the announcement that free wage bargaining will replace the present system under which the Labor Foundation sets a percentage wage increase guideline, which is applicable to all workers. The result should be wage bargains better suited to the differing conditions in different industries and localities.

The applications for off-shore gas and oil exploration concessions which had to be submitted by Nov. 15 are the prelude to the award this winter of exploration concessions. Drilling and related activity —including the construction of the expensive off-shore equipment—should have an expansionary influence next spring.

Pursuant to its agreement at Brussels, the Dutch Government has introduced legislation to apply a turnover tax on value-added effective Jan. 1, 1969. The present complex system of rates will be replaced by 12% and 4% rates, with exemptions for certain products and types of establishments.

Retail trade, exempt under the present system, will, as a general rule, become subject to the tax.

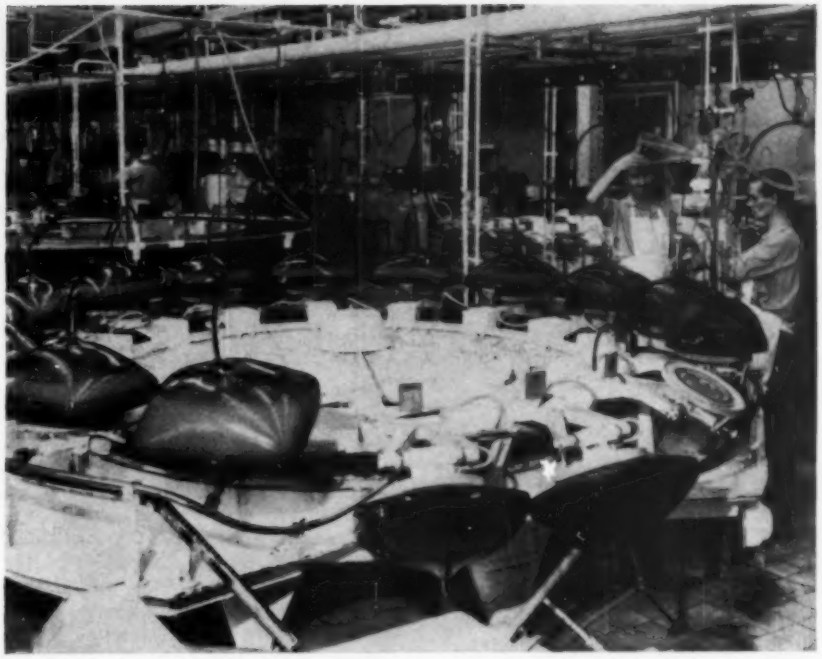
The new system will bring with it considerably higher equalization levies on imports than is now the case.

Foreign suppliers face a more immediate problem under an interim regime for 1968 which calls for a 3% additional equalization tax on a wide range of imports. This arrangement, whose stated purpose is to facilitate adjustment to the German turn-over tax on value-added, which was introduced Jan. 1, 1968, will present serious problems to American—and other—exporters to The Netherlands.

Varied external influences

The effect of Suez on the Dutch economy, at this stage, on balance seems favorable. Dutch ship builders booked 473,000 tons of orders during the third quarter and should do even better with the move toward ever larger tankers.

Sterling devaluation is still recent enough for there to be some controversy about its consequences for the Dutch. The Finance Minister quickly revised his initial estimate that devaluation would cost the Dutch balance of payments about 100 million guilders upward to "a few hundred million guilders".



GOOD PROFIT REPORTS by leading Dutch firms indicate that the country's mild economic slowdown is ending. One such company is the Philips electronics firm, whose television tube factory is shown.

There is general agreement that the devaluation was necessary, and officials point out that the Dutch maintained their exports to the U.K. reasonably well during the period of the 15% (later 10%) import surcharge in the U.K. At the same time, concern is expressed that sterling devaluation, coming just when the German recovery is getting well under way, could hurt the Dutch more indirectly, through Germany, than it does directly.

The performance of the German economy, which accounts for 25% of Dutch foreign trade, is followed with as much attention in Amsterdam, The Hague, and Rotterdam as it is in Frankfurt, Bonn, and Hamburg. Part of the Dutch optimism about 1968 stems from the belief that next year the great engine of the German economy will be regaining some of its former drive.

Two external economic policy developments are now engaging Dutch attention. One is the plan of the German Transport Minister to divert freight traffic from the highways to the railways. Since the measures contemplated would also apply to international road transport—of which the Dutch account for 40% in Europe—this extremely important sector of the Dutch services economy could be hard hit.

Dutch officials seem to be leaving no stone unturned in seeking to head off possible restrictions on the operations of Dutch trucking firms.

The other policy development of concern to the Dutch is the application of the U.K. to accede to the European Communities. The virtual French veto has been received with dismay even though in the short run the Dutch may benefit from investment by non-EEC firms wishing to establish distribution and production bases within the EEC.

Yeasty mixture

Thus an unusually yeasty mixture of economic events and policy initiatives prevailed in The Netherlands as 1967 ended. Domestically, the problem is to achieve enough orderly expansion to warm up the regions with under employment without over-heating the western Netherlands.

Sterling devaluation will take some digesting—a process in which the 3% additional border tax in 1968 will give welcome relief, as will the shipbuilding boomlet, and off-shore oil exploration.

The main immediate external question marks are the development of German economic recovery, with which Dutch fortunes are closely bound, and German road/rail transport proposals which are offensive to the Dutch. On balance, however, prospects are that Dutch economic growth will pick up to a moderate and

—under the circumstances—satisfactory rate.

In carrying further their good record of having avoided recession and achieving moderate growth, the Dutch have been a welcome positive force during a period when larger countries were stagnating or in recession. The investment programs of earlier years are paying off better and better, particularly in foreign trade and payments.

Through October Dutch exports were up 9% over the previous year, while the increase in imports was only 3%. The record for 1967 thus very likely will fulfill the expectations of the Dutch forecasters and the intentions of the Dutch policy makers, both of whom deserve much credit.

Dutch exports to the United States rose 12% while their imports from us declined by 4%. Although, in view of the predominance of agricultural products in our export trade with The Netherlands, harvest conditions may well account for the decline, it is clear that we should spare no effort in promoting our exports to The Netherlands.

Dutch industrial investment trends and plans point to capital goods as providing the U.S. with good market opportunities in the coming months.

Dutch awareness of the importance of structural and regional strengthening of their economy continues to make them receptive to new business investment. Conscious of the advantages of diversification of product, size of plant, and nationality of parent firm, local officials are on the lookout for projects which enrich their industrial fabric—and tax assessment base.

American firms in a position to establish foreign operations and interested in a location in the Common Market would do well to investigate the opportunities offered in The Netherlands.

The small, open Dutch economy has demonstrated that, at least for the short term, it can improve its trade and payments balance and maintain absolute growth while some of its bigger neighbors are faltering.

In the long run, however, the shifts in application of economic resources needed if the demands for ever-rising standards of welfare are to be met, and the general expansion of trade on which The Netherlands is so dependent, will come about best in a more expansionist world economic environment. The resumption of orderly expansion at a higher—but non-inflationary—rate is a goal toward which the Dutch and the United States should be glad to cooperate.

Agriculture, building industries pace moderate Argentine growth; import tariff levels cut in half

New policies bring increased private investment interest; U.S. export chances appear good in electric equipment field

After declining by about 1% in real terms in 1966, Argentina's gross national product (GNP) is expected to have shown an increase of perhaps 2½% in 1967, or close to 1% on a per capita basis.

The increase in GNP has been due primarily to growth in the basic agricultural (12%) and livestock (3.8%) sectors, plus construction (nearly 9%), according to the latest Economic Trends Report submitted by the U.S. Embassy in Buenos Aires.

Other positive factors have been increases in extractive industries (notably coal, 21.9%; natural gas, 9.4%; and petroleum, 8%) and in public utility services.

Argentine agriculture fared quite well in 1967. Production was up for all grains, although the wheat crop was below expectations raised by heavy planting. The bumper corn crop was the best in 23 years, up 20.9% over 1966.

Sunflower seed, the most important oil-seed crop, reached a record level. Beef, mutton and lamb, pork and poultry meat showed increases over 1966; wool, eggs and dairy products declined.

Manufacturing stagnant

The manufacturing industries, on the other hand, are essentially stagnating. The substantial transfer of income to the public sector through taxes has undoubtedly been a prime factor in this connection.

The development of the manufacturing sector is much more important in impact on GNP than might at first glance be assumed. While the basic agricultural-livestock industries contribute around 95% of the country's exports, they account for only about 18% of GNP, compared with around 36% for the manufacturing industries.

Growth has been quite uneven within the manufacturing area. Increases were registered for foods and drinks, automobiles, metallurgical items excluding machinery, and chemical products. But other lines declined, notably textiles and industrial machinery.

Total consumption is estimated to have increased by 1.8% during the first nine months of 1967, the rise being relatively sharper in durable goods and certain basic services.

The budget has played a lesser role in inflationary developments. The Government notably reduced its cash deficit, which stood at 52 billion pesos, compared with 91 billion at the end of September 1966. Revenues stood 80% above the 1966 level, or 40% in real terms. Expenditures rose by 42%, or 10% in real terms; administrative expenditures constituted the prime factor in this rise; at the same time the level of investment expenditures doubled.

A balance of payments surplus of $374 million was registered for the first nine months of 1967. This was mainly due to a continued high level of export values, as well as to a leveling off of imports and a significant if not large net inflow of private capital. The foreign trade surplus was estimated at $387 million.

The cost of living rose by over 31% during the twelve months ending Oct. 31, and is expected to show an increase of between 25-30% for all of 1967. The 40% devaluation of the peso, raises in hitherto artifically low utility rates, and intermittently poor weather conditions contributed to pushing prices beyond the anti-inflation program's targets.

Government economic policies played an important and generally constructive role during 1967. In the first part of the year the new Minister of Economy formulated a stabilization plan, involving an initial wage increase of 25%, followed by a gradual scaling down of wage increases to zero by November, and devaluation of the peso by 40%, with simultaneous application of export taxes to avoid windfalls and improve the fiscal position.

These and other measures, including important tax and tariff reforms, laid the basis for the negotiation in the first half of 1967 of International Monetary Fund (IMF) standby and related credits totaling $400 million. Additional European credits totaling around $100 million were negotiated in October-November. The stabilization program has helped to strengthen gold and foreign exchange reserves notably.

The Government's labor policy has left the previously powerful labor unions with greatly reduced influence, and a period of relative labor peace unknown since the early fifties has prevailed throughout the year. The level of employment did not change significantly during 1967, although unemployment was a more important factor in the last half of the year because of declining industrial activity.

Because of a more rapid rise in the cost of living after mid-year, plus the May wage freeze, by the end of September real wages were 3% below a year earlier.

Tariffs cut in half

The high level of tariff protection has been cut in half, although many high rates still prevail. The regulations governing importation of capital goods have been liberalized. Port conditions, notoriously bad before the present government took power, have been greatly improved.

Slow but steady progress has been made in rationalizing the railroads, as can be seen by the 26% reduction in Treasury outlays for the railroads in real terms during the first nine months of this year compared with the same period of 1966. The railway deficit has in recent years accounted for more than half the national budgetary deficit.

The Government reached settlements with two American oil companies enabling them to continue their operations in Argentina, and passed a hydrocarbons law designed to attract more private capital, on a concessionary basis, in the exploration and extraction of Argentina's petroleum resources.

The outlook for 1968 is somewhat mixed, but there seem at least good possibilities for a better growth rate and greater stability than in 1967.

The outlook for the manufacturing industries in 1968 is somewhat dubious. Stagnation characterized the third quarter, and a persistent weakening in industrial sales in general does not augur well for the months immediately ahead. The automotive, plastics, and textile industries are among those currently showing particular weakness. Industrial indicators for October now confirm this position. Businessmen, nevertheless, are generally hopeful that after a difficult four-five months, an upturn will come by the second quarter of 1968.

The foreign trade and payments outlook for 1968 looks reasonably good, although with soft spots. Wheat export values should be stronger because of larger availabilities of supplies, which should more than offset lower world market prices. Corn supplies and prices may approximate the very favorable 1967 situation.

The meat outlook is more uncertain, because of pressures for protectionism abroad, a faltering U.K. market, and the losses currently being sustained by exporters because of prevailing ratios between domestic cattle prices, export returns and export taxes.

On the import side, there could be a substantial upward trend, as capital goods imports rise under the stimuli of less restrictive regulations and pre-established supplier credits. This would mean a welcome renewal of obsolescent equipment, but of course would add to pressure on the trade and payments balance.

In determining the level of the 1968 budget the basic problem facing the Government is to continue the momentum of the stabilization while at the same time stimulating investment and economic growth.

The Argentine Government has, by word and deed, repeatedly declared its strong desire to enlist the cooperation of foreign capital, both public and private, in its efforts to achieve more satisfactory economic growth.

Inter-American Development Bank (IDB) approval of loan applications totaling $86 million was announced in February, most of the funds to be directed to irrigation and electrification projects and housing; and in July the World Bank approved an agricultural loan for over $15 million, the first such loan for Argentina in several years.

Renewed interest

Improved relations with the key international financial agencies have begun to encourage renewed interest in Argentina on the part of American and other foreign private investors.

The Argentine Government has taken some important steps to stimulate this interest. In particular, agreements have been concluded with Pan American Oil (Standard of Indiana) and Cities Service enabling them to continue operations here. Both these companies, along with all other private ones, had had their operating contracts annulled by the Government which came into power in 1963.

New investment possibilities in the petroleum field reappeared with the passage of a petroleum law, containing concessional provisions, in June. There have also been foreign private bids submitted for pipeline construction and new investment in the manufacture of oil industry equipment.

In November, for the first time since the Frondizi period, foreign firms submitted bids under the terms of the new law for engaging in oil exploration in Argentina. Eleven U.S. companies and one Italian company were involved singly or in consortiums in bidding on 23 offshore areas, while another U.S. and an Argentine company joined to bid on two onshore areas.

Indicative of the confidence that U.S. oil companies have in the Government's oil policy is the fact that six firms whose contracts were annulled in November 1963 (and settled out of court) submitted bids.

Aside from the participation of U.S. firms in bidding on oil exploration and secondary oil recovery operations, U.S. investors are currently showing interest in several petrochemical projects. These include development of petroleum coke facilities, manufacture of latex, and expansion of local production facilities for ethylene, carbon black, and raw materials for synthetic fibers.

Other areas of possible new or increased U.S. investment include the steel industry, manufacture of oil drilling bits, construction of dredges, development of low grade iron ore deposits, and utilization of minerals for construction materials.

Export openings grow

Opportunities for U.S. exports would seem relatively promising in the electric power field in connection with plans to expand transmission and distribution facilities; the $400 million Chocon hydroelectric project; and possible establishment of Argentina's first nuclear power station.

The national Government also hopes to accelerate expansion of the country's highway system (utilizing toll roads for the first time), modernize port facilities, and develop the fishing industry. All of this activity, except for the fishing industry, will be the concern of Government enterprises.

In the private sector there are plans to modernize the textile, glass, and paper industries. The extent to which these plans are realized and imports of equipment generated will depend largely on the availability of foreign credits, including those extended by suppliers.

Brazil outlook brightens

Government's economic stabilization drive begins to show real progress

Brazil achieved a measure of real progress in its stabilization and development policies, according to the latest Economic Trends Report submitted by the U.S. Embassy in Brasilia.

Gross domestic product (GDP) rose by about 5% during 1967, due primarily to increased agricultural production, but also to a revival in the industrial sector.

The Rio cost-of-living index rose only 22.6% through October, and the nationwide wholesale price index 18.6%.

The annual rate of inflation for 1967 should reach no more than 27 or 28%. When this is compared with previous years—an annual inflation rate of 80 to 90% in 1963-64 and of 41 to 45% in 1965-66—the significance of 1967's performance is apparent.

Part of the credit for such progress rests with the vigorous 1966 stabilization effort of the previous Government, whose effects were not fully felt until 1967, and with the good agricultural crops harvested. However, recent Government actions have also contributed significantly to price stabilization.

Faced with a serious business recession on assuming office in March and pledged to give increased emphasis to economic growth, early actions by the Government were admittedly expansionary and designed to promote an economic upturn.

Since early in the third quarter, however, when it became apparent that the economic recovery was well underway, the Government has been increasingly vigorous in pursuing an anti-inflationary line, particularly in its fiscal, wage, incomes and import policies.

Holds wage line

Despite evidence of real wage declines and strong political pressures, the Government has held the line on the wage front, limiting annual increases to 20-22%.

At the same time the Government has stepped up its new system of informal price monitoring and control, whereby major firms and industries must justify proposed price hikes by demonstrating comparable cost increases.

The Government has continued to resist substantial pressures from local industries which feel seriously threatened by the tariff liberalizations of the previous Government to reinstitute across-the-board import restrictions.

Serious inflationary pressures still exist, however, and difficult decisions lie ahead, particularly in the fiscal area and in the areas of monetary and exchange policy.

General business conditions have continued to be fairly good in recent months. The business upsurge which began in the second quarter, following a six-month recession, has brought economic activity back to more normal levels.

While there is evidence of a leveling off, and even a slight downturn in some areas, most notably steel, automobiles and household appliances, activity in other areas—machinery, pulp and paper, chemicals and plastics, foodstuffs, furniture and clothing—is still on the upswing. Even the long depressed textile industry is showing signs of life.

Construction leads way

The construction industry has been a leading segment owing to a substantial injection of funds by the National Housing Bank. These funds are being used, among other things, to finance 10- to 12-year mortgages, the first financing of this type to be made available since the acceleration of inflation wiped out long-term home owner credit.

Ship construction has also gotten a much needed boost from a recent Government contract to finance 24 ships, 300,000 dwt, for Brazilian maritime lines.

Retail sales were generally good in September and October, but somewhat below expectations in November. Collections are fair. Business failures, which hit an all time peak at mid-year, have receded to almost normal levels. Bank credit is somewhat tighter than at mid-year—a reflection in part of exchage speculation which began in August and of the improved business situation—but is still considered sufficient for current needs. Interest rates have risen after a temporary decline and now average 2.5 to 3.5% per month.

The present favorable business situation exists not only in Rio and Sao Paulo but extends generally throughout Brazil. Although Minas Gerais is plagued by price declines on iron ore exports, cost problems in the steel industry and precarious state finances, production of food crops is up, the construction industry is booming and commercial activity brisk.

In the Northeast, despite state budget problems and the closing of a major synthetic rubber plant, the important sugar and cotton sectors are looking forward to a good year on the world market, regional investments under the Government's substantial tax incentive program are proceeding at fairly good levels and the business situation is generally favorable.

Although business expectations for the immediate future are generally optimistic, a number of uncertainties persist. Most notable of these are the possible recurrence of inflationary pressures next year, the timing and extent of an anticipated devaluation, price controls, and recent and proposed tax changes. Businessmen in Brazil are attuned to rapidly changing conditions, however, and the general expectation is for a continuation of the presently favorable situation in 1968.

Coffee prospects mixed

Coffee is still a keystone of the Brazilian economy. Crucial negotiations on the extension of the International Coffee Agreement (ICA) are currently underway in London with the principal focus on such issues as soluble coffee, export quotas, a more effective worldwide diversification program and EEC preferences for African producers.

Brazil strongly supports the ICA as a means of maintaining the level of international coffee prices and has invested substantial sums in diversifying its agriculture away from coffee, with the eradication of 625 million trees or some 15 to 20% of the total. Other coffee producing countries have not followed suit, however, so the Brazilian program has come to a complete halt pending ICA agreement on an effective production control program.

Although the proportion of coffee to total export earnings has been declining, coffee still accounts for 44% of all Brazilian exports and the declining price trend over the past two years has adversely affected Brazil's trade balance. Brazil's high quality, high price coffee has suffered in competition with cheaper African robustas.

Except for September, when an all time monthly export record of three million bags was set, coffee exports were disappointingly low in 1967, due partly to producers' preferences for holding coffee until the higher Jan. 1 support price goes into effect and partly to weak import demand pending outcome of the ICA meeting.

Experts are forecasting a very fine agricultural harvest in 1968, on the heels of a generally good 1967 harvest, when agricultural production probably increased to 6 to 8% over a disappointing 1966.

The World Bank recently granted a $40 million loan, to be matched by an equal Brazilian investment, to increase livestock production.

Imports through September were valued at $1.22 billion, c.i.f., or 15% above the comparable period last year. Officials estimate that imports for the year may reach as high as $1.7 billion, well above the $1.1 billion to $1.6 billion range of the past decade.

The major reasons for this year's excellent performance are primarily the business upturn and continued strength of investment activity for modernization and productivity improvements, import liberalizations put into effect earlier this year and, more recently, as a form of speculation against an anticipated currency devaluation.

Capital goods imports are 25% higher than comparable levels last year and presently account for 28% of total imports, compared with 22 and 25% shares the past two years.

Imports of foodstuffs are up 30%.

There is relative stagnation in chemicals, industrial intermediates and raw materials, although certain commodities within these sectors run against this trend.

The U.S. share of the import market through August is 35.4%, a healthy increase over the 31.1% average share of the 1962-65 period, which also showed a steady erosion of the U.S. position, but below the 39.4 % record of 1966, due in part to the high level of AID program loan imports from the U.S.

Wheat imports in November and December may have boosted the U.S. share to around 37 % for the year.

Brazil estimates that it had a 1967 balance of trade surplus of about $200 million, f.o.b reflecting an increase of imports on the order of 13 to 15% and exports slightly below last year's good performance.

Just-released Central Bank data provide the first recent authoritative survey of the level, source and composition of foreign investment in Brazil They show that at the end of 1966 total private foreign investment in Brazil was valued at $35 million (or roughly 8% of Brazil's total capital stock) including $2.4 million of reinvested earnings.

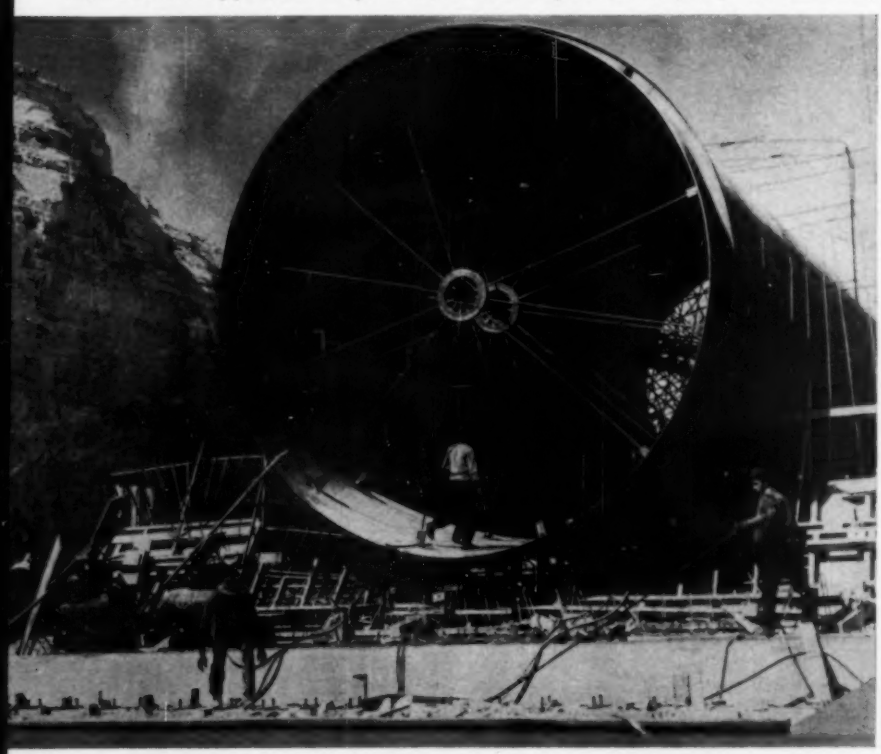
The U.S. is the largest single foreign investor, with a value of $1,224 million followed by France ($688 million), the U.K. ($466 million), Switzerland ($249 million) and Germany ($175 million). The U.S. was also the largest investor during the 1965-66 period, followed by Switzerland and Japan.

Leading sectors of investment are in textiles ($640 million), trade ($500 million), food processing and distribution ($350 million), chemicals ($305 million), metallurgy ($300 million) and motor vehicles ($260 million). Areas of greatest foreign private investment in 1965-66 were trade, chemicals, metallurgy and automobiles.

Profit remittances, which in the early 1960s were severely restricted by the Government, have resumed, showing an upward trend the past three years, from $22 million in 1965 to $52 million in 1966 and $39 million for the first half of 1967.

Technical assistance, trademark and patent remittances, which were virtually nonexistent in 1962-64, jumped to $65 million in 1965 and for the first half 1967 were valued at $50 million.

STABILITY MAY BE RETURNING to Brazil's economy, largely due to the Government's vigorous measures. This massive intake pipe is now in operation at the Furnas Hydroelectric Project. (World Bank Photo)



Take a fresh look

U.S. investors whose opinions were formed on the basis of the turbulent early 1960s should take a fresh look at the Brazil of today, with its more stable political and economic conditions. The U.S.-Brazil Investment Guaranty Agreement is working well and a recently initialed Tax Treaty is now before the congresses of the two countries. The level of international lending is up substantially today.

At the conclusion of the November 1967 review of Brazil's program. The Inter-American Committee for the Alliance for Progress took note of the achievements of 1967 and foresaw that satisfactory development and stabilization progress would be made in 1968 if planned economic measures were effectively applied.

Brazil's underdeveloped Northeast, where an attractively unique system of tax incentives has set in motion a number of new private investment projects, is particularly worthy of a close look. U.S. companies with projects recently approved in the Brazilian Northeast include: The Borden Company, Crown

Cork, Ford, Ray-o-Vac, Morton Salt, Johnson and Johnson, and Union Carbide. Others, such as General Electric, Dow and American Cyanamid, have projects under study.

While the foreign investor still faces some risks and difficulties in Brazil, solid opportunities and other factors may more than compensate the serious long-term investor, particularly with the creation of the Latin American Common Market.

The Government has been under strong pressure to reverse import liberalizations enacted by the Castello Branco Government, both for balance of payments reasons and to protect segments of local industry which feel seriously threatened by the liberalized system. However, they have avoided any basic, across-the-board shift toward greater protectionism—such as reimposition of the Special Category, revocation of the 20% average linear reduction instituted at the time of last February's devaluation or wholesale use of the minimum value technique for raising tariffs.

Nevertheless, the Government has taken several specific actions in recent months which will affect U.S. and other foreign exporters. New national similars regulations were issued in October generally clarifying for the Brazilian importer the conditions under which the Government will grant credit privileges, duty exemptions and other favors. Separate, more restrictive similars regulations were issued covering the 50% duty reduction on imported machinery.

A number of minimum external prices for duty assessment—primarily as antidumping measures—have also been established but contacts with importers of U.S. goods indicate these will not greatly affect U.S. sales to Brazil.

At the same time, there has been some slowdown in Government processing of luxury good import permits, plus a legal restatement of the Government's authority to apply minimum values, aimed primarily at luxury goods. Further specific action has been announced to restrict imports of automobiles and whiskey.

These actions are, by and large, informal, temporary measures designed to see that local industry, which has been highly protected, is not swamped with imports while the Government is coming to grips with what the appropriate levels of protection should be on the more sensitive products. While pressures continue to mount for a more generalized reversion to protectionism, the Government appears determined to pursue the policy of reasonable import competition as a spur to greater domestic efficiency and lower costs.

Jordan's recovery said to hinge on settlement of territorial issue; other Arab nations give aid

U.S. export prospects not likely to improve until a political solution to the overall Middle East problem is reached

Most Jordanian businessmen believe that their economy will revive only when the West Bank and Jerusalem are returned.

In the 19 years since the areas on either side of the Jordan River became one country, they have become economically integrated and complementary.

Industrial capacities were built large enough to supply both Banks; trading firms and banks operated on both sides. In agriculture, the East Bank supplied wheat to the West Bank while fruit, vegetables and olives went in the other direction.

With about 40% of domestic production coming from the West Bank, its amputation has meant great losses and dislocations in industry and trade. These are compounded by the murky uncertainties which the Jordanian Government, businessmen and consumers face in making economic decisions.

Passage of the U.N. Security Council's resolution on the Middle East has given hope to Jordanians for return of the West Bank, but neither the Jordanian Government nor private business are likely to make any major investment decisions until a political settlement is in clear sight.

Moreover, if hopes for a settlement are dashed, funds otherwise available for development probably will go into rearmament.

By the end of November, Jordan's gold and foreign exchange reserves had reached $264 million and were 24% higher than just before the war. The rise in reserves was due to large emergency assistance grants received since June from other Arab countries, which to date total over $75 million.

The Jordanian Government has been drawing down dinars against these grants and the money supply has consequently risen by over 20% in the past five months. Although so great an increase in the money supply would normally be inflationary, prices have held steady because economic stagnation and widespread cash hoarding have sharply reduced the turnover of money.

When economic activity picks up again, the substantially larger money supply could become a problem, exerting an upward pressure on prices and creating a greater money demand for imported goods.

High agricultural income

Good crops and high prices to farmers should keep the East Bank's gross income from what would otherwise be a sharp decline. The gross value of agricultural production for 1967 may have been as much as 50% greater than 1966 and 10% better than in 1965, when the harvest was excellent but prices only fair.

Income to other private sections of the economy has fallen off since the war, precipitously in the cases of importers, wholesale and retail trade, and construction. Several major industries, however, are producing at or near full capacity: the phosphate mines, the cigarette factory, and the wool knitting mill. Other industries are not doing as well, particularly those which had sizeable markets on the West Bank.

With five good months before the war, high agricultural income and only slightly reduced government expenditures, East Bank Jordan's gross product may not fall much below that for 1966, when agricultural income was low. But with some 250,000 new refugees and normal population growth, per capita income for the East Bank will be down fairly sharply.

Most Jordanians are biding their time, hoarding their cash, postponing whatever investment and purchasing they can, and hoping for some favorable resolution of the political tangle.

A fair amount of housing is under construction—housing was 42% of private investment in 1965—but is mostly projects that were begun before the war

rather than new starts. The number of building permits issued for Amman since the war is only half that for the same period in 1966.

There is very little investment in new plant and equipment. Few businessmen are investing in new merchandise, inventories are being drawn down and consumer sales on credit have nearly stopped.

Although the Jordanian Government has not mounted a major public works program to revive the economy, it is accelerating work on several projects, especially roads, to increase employment and investment. However, Government development expenditures are still smaller than they would have been without the war. With net private investment close to zero, there has thus been a sharp drop in overall investment, resulting in increased unemployment and decreased income and demand.

Even a large public works program designed for pump-priming probably would have only limited success in reviving the economy. The current slump is due as much to apprehension about the shape of Jordan's political future as it is to the economic aftermath of the war. Most Jordanians are unlikely to increase their spending and investment until a reasonable measure of confidence in the future is obtained through some resolution of the political problem.

Trade gap halved

Because of the occupation of the West Bank and the economic slump, Jordan's imports from June through September are 42% less than for that period last year. Exports, after a sharp drop in June, have actually increased in the post-war period relative to the same four months in 1966, by 13%. As a result the trade gap is only half as large.

The diminished trade gap should not of course be regarded as a healthy trend since the imports Jordan is doing without are in large part those needed for development and maintenance of economic activity. Imports are reduced largely because of the lack of investor intent and because of the drawdown of inventories.

The growth in exports is due partly to the loss of the West Bank market, forcing East Bank products such as cigarettes to seek markets abroad, and partly to the greater availability of fresh produce for export since harvests in 1967 were much better than 1966.

The narrowed trade gap may be expected to persist until the economy revives, although to the extent that political tension eases and inventory drawdown pinches, imports may increase.

Jordan decided not to devalue the dinar, which still equals $2.80. Thirteen percent of Jordan's imports came from the U.K. in the first three-quarters of 1967, which makes the U.K. Jordan's leading supplier. Now that sterling is devalued, the share of the U.K. and other countries which devalued their currencies will probably increase, although local businessmen report rises of 5 to 8% on new sterling price quotations.

Jordan's imports are running at about six times its exports, so that the savings through maintaining the value of the dinar in payments for imports largely offset any possible gains from increased exports which might result from devaluation.

Exports, which are mostly fresh produce and phosphates, could probably not be much increased in the short run even if prices were lowered by devaluation since other factors, such as production and transportation, are the main limitations on exports of these commodities.

Arab grants help

Without the large emergency grants received from other Arab countries, the Jordanian Government would face formidable budgetary problems this year. Domestic revenues are sharply reduced by the occupation of the West Bank and the fall in imports and incomes, on which taxes are largely based, while government expenditures have been reduced much less, leaving a gap which probably approaches $80 million. A deficit of this size will, nevertheless, easily be met by the Arab emergency assistance and other foreign aid.

The 1968 Budget, as reported by the press, will be smaller by 13% than the 1967 Budget, but the gap between domestic revenues estimated at $50 million and total expenditures at $168 million is considerably more than in 1967. The gap is planned to be met through $84 million more from Arab countries (already committed at the Khartoum Conference) and $28 million from other donors, leaving $6 million for domestic deficit financing. From the above, it can be seen that one effect of the war has been to make Jordan more heavily dependent on foreign budgetary assistance.

Prospects unfavorable

Opportunities for American business in Jordan largely depend upon the recovery of the economy, which in turn depends heavily upon a satisfactory political settlement. The appointment of the Jarring UN Mission has encouraged Jordanians generally. However, even with the return of the occupied territories, it could take the economy up to a year to get back to normal growth.

Confidence will not return at the stroke of a pen and the economy would require some time to reknit the intricate economic relationships which have been partially severed by the war.

With the money supply greatly increased, the reanimation of the economy could easily lead to inflationary problems. Still, a political settlement would release, even if fairly slowly, a pent-up demand for consumption and investment which would present improved opportunities for American products and services.

Gloomy alternative

On the other hand, failure to resolve the political problem would mean continued stagnation and consequent limited opportunities for American business.

The U.S. was Jordan's leading supplier in 1966, furnishing 17% of total imports, including PL 480 and UNRWA food shipments, but in the first three quarters of 1967 the U.K. and West Germany had both surpassed the United States. The devaluation of sterling and other currencies makes imports from countries which have devalued relatively cheaper, so that U.S. products will find competition stiffer in Jordan.

The best immediate prospects for U.S. exports and services are probably in agriculture and public works, the two most active sectors of the economy. Agriculture on the East Bank was not seriously affected by the war and agricultural income is high this year, so that there should be a fair market for farm machinery and such products as fertilizer and insecticides.

As mentioned above, the Jordanian Government is pushing forward with a modest public works program which should afford some limited opportunities for U.S. participation and exports, particularly of machinery for road and housing construction and water resources development.

Foreign exchange no problem

Jordan's foreign exchange reserves will probably stay at a relatively high level for at least the next year, permitting the Jordanian Government considerable latitude in the issuance of import licenses. Even if, with some revival of demand, there should be inflationary pressures resulting in a substantially increased demand for imports, no strict import restrictions are likely to be needed. Part of Jordan's reserves—over $10 million—are held in Special Letters of Credit issued under U.S. budget support, from which funds must be spent in the United States.

AID's political risk insurance passes $4 billion mark

Only $661,498 has been paid on six claims since program was inaugurated in 1948

Political risk insurance issued under the U.S. foreign aid program for private American investment in developing countries has surpassed the $4 billion mark in coverage.

The continued growth of the insurance program is an indicator of constantly increasing U.S. private investment in the less developed countries.

Under this program guaranties issued by the Agency for International Development insure eligible investments against loss in case of inconvertibility of local currency receipts from the investments into dollars, and against loss in case of expropriation of investment property and damage from war, revolution and insurrection.

October coverage

In a recent month, October, $106 million in AID guaranty coverage was written for 16 different projects—from the improvement of airport facilities in Guyana to the operation of a local credit union in Bolivia, from a pulp and paper mill in Ecuador to a confectionery factory in the Dominican Republic.

Also insured recently were investments in Venezuela for plastics manufacture, in India for production of pharmaceuticals, in Taiwan for electronic "memory" components, and in Bolivia for establishment of a development bank.

Recent AID guaranties were also issued for power facilities in the Philippines, roads in Bolivia, a feed mill and poultry processing plant in Chile, a resin and compound plant in Colombia, water drilling and development in Bolivia and expansion of the present telephone system in Chile.

Few claims

Since the beginning of the investment guaranty program in 1948, only $661,498 has been paid in claims to six companies, and $291,100 of that amount has been recovered by the U.S. Government in claim settlements.

Funds to pay the claims have come from the more than $48 million collected by AID in fees for the investment insurance.

Electronic testing equipment is fastest growing U.S. export

New BDSA series gives monthly roundup of U.S. trade movements

Electronic test equipment, diesel trucks and marine diesel engines are the fastest growing U.S. exports, while trucks, buses and special vehicles are the biggest gainers among imports, according to the U.S. Department of Commerce.

Trade movements for the first ten months of 1967 are reported in the monthly *Export/Import Summaries* for October, published by the Department's Business and Services Administration (BDSA).

U.S. exports of electronic test equipment increased to $57.3 million during the first ten months of the year—a gain of 221% over the same period of 1966.

Exports of U.S.-made diesel trucks, accessories and parts advanced 200% to $346.1 million; marine diesel engines over 200 h.p., up 66% to $18 million; all marine diesel engines, up 60% to $21.1 million; and computers, up 60% to $246.3 million.

On the import side, U.S. purchases of trucks, buses and special vehicles rose 101% to $203.1 million. Of the total, $192.2 million came from Canada, a gain of 107%.

Imports of forming type machine tools expanded 99% to $24.3 million; forgings, up 88% to $17.3 million; prepared, preserved and dry vegetables, up 73% to $35 million; and pulp and paper machinery, up 65% to $35.5 million.

The *Export/Import Summaries*, inaugurated by BDSA last August, provide a new market-oriented measure of the movement of more than 1,000 groups of individual products that make up well over half of the total value of U.S. trade. Data for each commodity group are reported in the logical terms of the marketplace, rather than in the statistics-oriented detail dictated by U.S. Government customs collection and data-gathering requirements. The single total for exports of household laundry appliances, for example, is a consolidation of eight different items.

The computer-constructed *Summaries* are organized into seven subsections each for exports and imports. Each subsection covers from 21 to 123 totals. Each monthly report covers commodity trade for the most current month, the year to date, and the percentage changes from the same period of the preceding year.

Highlights of U.S. export trade for the first ten months of 1967, as reported in the various export subsections for October, are:

- Exports of civilian and military aircraft led the list in value, $850.5 million, a gain of 29% over the same period of 1966. Close behind in value were exports of corn, oats, and unmilled cereal grain, and sorghum, $832.8 million, down 26%.
- U.S. exports of butter and butterfat showed the sharpest decline—75%—during the period, although sales of $1.8 million were a relatively small dollar volume of trade. Exports of military rifles and guns, $11.3 million, dropped off 55%.
- Leading imports, behind the truck, bus and special vehicle category, were cutting type machine tools, $144.4 million, up 54%; cold rolled steel sheets, $135.8 million, up 15%; computing machines, $113.3 million, up 35%; natural gases, $106.7 million, up 19%; and motorcycles and parts, except engines, $104 million, down 39%.

The *Export/Import Summaries* may be ordered from the Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia 22151.

Individual subsections are priced at $3 a month, or $36 a year. All seven subsections on either exports or imports are available at $21 a month, or $252 a year, and the entire series of all subsections is $504 a year. The Clearinghouse prepaid $3 coupon may be used in ordering individual subsections.

Free copies of the relevant descriptive guides to the products covered in the individual reports are available from the U.S. Dept. of Commerce, Sales and Distribution Section, Room 2119, Washington, D.C. 20230.

SEMIANNUAL

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BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

This listing of international business publications appears in this magazine twice each year, in January and July. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

International Commerce

INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, reviews the accomplishments of U.S. trade mission, analyzes U.S. and foriegn trade, and reports on outstanding activities of such organizations at GATT, the Common Market, Eximbank, the World Bank, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Single copy 35¢. Sample copy free from the U.S. Department of Commerce, Sales & Distribution Branch, Rm. 2119, Washington, D.C. 20230.

AUTOMATED CUMULATIVE INDEX TO INTERNATIONAL COMMERCE, 1967. Lists all articles in the magazine by country and by subject. Uniquely helpful reference tool for research in world trade. Approximately 90 pp. Free to subscribers.

Commerce Business Daily

COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the United States.

Foreign Market Reports Service

A listing of the latest unclassified airgrams received in the Department of Commerce, containing information helpful to American businessmen in foreign market research efforts. Listings may be obtained free by writing U.S. Department of Commerce Intelligence, BIC, Washington, D.C., 20230. All reports listed are available for purchase at $1.50 each. Order blanks are included with listing, issued monthly.

These summaries, prepared on the spot by the U.S. Foreign Service experts, are the Commerce Department's most timely commercial reports on individual foreign economies. Each report is written by a specialist trained to recognize developments of interest to U.S. business and to give straightforward evaluations of the business outlook and export prospects. They vary from 2 to 30 pages.

The U.S. Department of Commerce publications in this Checklist may be ordered through any Department of Commerce Field Office or by writing to

U.S. Department of Commerce
Sales and Distribution Branch
Washington, D.C. 20230.

Please include complete titles and numbers in your order.

Payment may be made by check or money order payable to the Superintendent of Documents or by Superintendent of Documents coupons.

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Overseas Business Reports

OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions.

Each OBR is devoted to discussion of a single topic, such as "Investment Factors and Laws," "Economic Developments," "Foreign Trade Regulations," or "Selling" in a particular country.

See the Country List for all titles in print.

Approximately 100 new OBR's are published every year, including revisions when necessary.

Individual titles are 15¢ each. Yearly subscriptions, $13; foreign mailing fee, $5.

Trade Lists

These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C. 20230.

Trade Lists are compiled by commodity for individual countries.

See **Trade Lists** for availabilities.

Computerized Trade Lists

The new Computerized Trade Lists, compiled from automated data in the World Trade Directory files, define products purchased, sold, or manufactured by overseas firms by five-digit Standard Industrial Classification codes.

See **Computerized Trade Lists** for availabilities. Available for $1 per list. Order from any Department of Commerce Field Office or Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C. 20230.

Export/Import Summaries

Export/Import Summaries, a new service from the computer, provide a month-to-month measure of U.S. foreign trade. Individual items that constitute the export or import trade in a particular field are grouped together—by month and by year to date—for convenient, market-oriented reference. Imports are grouped by country of origin; exports by destination.

Free guides describing the product groups covered in the Summaries can be obtained by writing to U.S. Department of Commerce, Sales and Distribution, Room 2119, Washington, D.C. 20230.

Seven import subsections; seven export subsections: each $3 a month, or $36 a year.

All seven import or export subsections: $21 a month, $252 a year. Entire series: $504 a year.

Export Subsections

E-1 Chemical & Consumer Goods including Sporting Goods, Toys & Games
E-2 Foods & Beverages; Rubber, Leather & Products Thereof
E-3 Transportation Equipment, Metalworking Machinery & Other General & Special Industry Machinery & Euipment
E-4 Metals & Minerals
E-5 Electronic, Scientific, Photographic & Business Equipment
E-6 Building Materials, Containers, Lumber, Paper & Printed Matter
E-7 Textiles

Import Subsections

I-1 Chemical & Consumer Goods including Sporting Goods, Toys, Games & Sheet Glass
I-2 Foods & Beverages
I-3 Rubber, Leather & Products Thereof
I-4 Transportation Equipment, Metalworking Machinery & other General & Special Industry Machinery & Equipment
I-5 Metals & Minerals
I-6 Electronic, Scientific, Photographic & Business Equipment
I-7 Building Materials, Containers, Lumber, Paper & Printed Matter

BDSA Publications

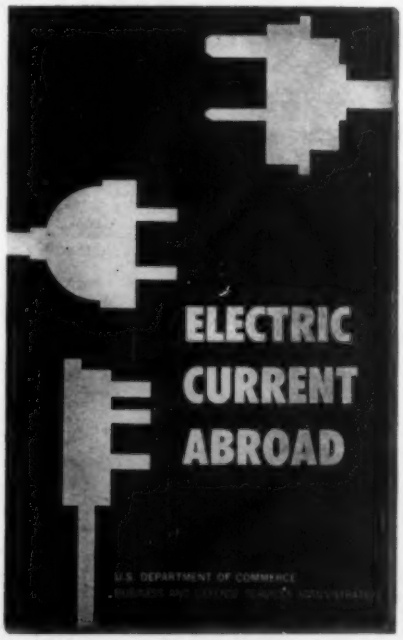
Publications issued by the Business and Defense Services Administration that are relevant to foreign trade are included in this **Checklist.**

For a complete list that includes BDSA publications relating to domestic industry, ask for the **BDSA Publications List.** Free.

The Market Series

The Market Series books are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities.

Special Publications



ELECTRIC CURRENT ABROAD. Lists characteristics of electric current available in principal foreign cities throughout the world. 1967. 81 pp. 30¢.

BDSA: WHAT IT IS AND WHAT IT DOES. Explains activities of Business and Defense Services Administration. July 1967. 12 pp. Free.

FREE
Additional copies of this CHECKLIST available SOON at your local U.S. Department of Commerce Field Office

CAREER OPPORTUNITIES IN DOMESTIC AND INTERNATIONAL BUSINESS IN COMMERCE. Lists opportunities in the Department for 1968 in the Domestic & International Trade Field, and explains the organization of related bureaus in the Department. 12 pp. Free.

COMMERCE COOPERATIVE OFFICE PROGRAM. What it is. What it does. Explains extension of Department of Commerce services through cooperative Chamber of Commerce Field Office Support, and responsibilities of cooperating offices. 2 pp. Free.

COMMERCIAL HOLIDAYS ABROAD. Enables businessmen to save time on trips or phone calls by checking the list of holidays abroad. Lists all holidays by countries, scheduled a year in advance. 1968. 24 pp. 15¢.

COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, contains instruction, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of a CURRENT EXPORT BULLETIN, 25¢.

ENGINEERS OVERSEAS HANDBOOK. 1965. 242 pp. $2.25.

EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each.

EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air, 1965. 16 pp. Free.

EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized $37.50 a year, beginning when remittance received.

FOREIGN BUSINESS PRACTICES (Reprints of articles from International Commerce). Basic information on some of the laws and practises which underlie export, licensing and investment abroad. 40 pp. April 1967. 30¢.

FOREIGN-TRADE ZONES BOARD 28th ANNUAL REPORT. Contains review of fiscal '66 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, and Honolulu. 1967. 50 pp. 35¢.

FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS AND OTHER INFORMATION. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended. Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1966. 80 pp. 35¢.

GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes how GATT works to open doors to U.S. exports through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢.

HIGHER EXPORT PROFITS. Low-cost marketing aids and services for higher export profits. Explains Trade Lists, World Trade Directory Reports, Trade Contact Surveys and The Agency Index. 1968. 8 pp. Free.

HOW TO PHOTOGRAPH U.S. COMMERCIAL EXHIBITIONS. A guide to photographers working exhibitions and trade shows. Explains good exhibition photographs, what exhibitors want and includes 24 examples of good and bad photographs. 24 pp. 1967. 15¢.

INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 15¢.

MOBILE TRADE FAIRS. Guide to Prospective Operators. Details responsibilities of Operator, Exhibitors; assistance provided by Department of Commerce. 20 pp. 1967. Free.

U.S. TRADE CENTERS Frankfurt, London, Milan, Stockholm, Bangkok and Tokyo. Describes facilities and services available at each center. Includes photos. Free.

OCEAN FREIGHT RATE GUIDELINES FOR SHIPPERS. Designed to acquaint exporters with the manner in which ocean freight rates are established by shipping lines and conferences of shippers, factors that influence level of rates, steps to take to seek adjustments, etc. Published by Department of Commerce and Federal Maritime Commission. 30 pp. 25¢.

THE PIGGYBACK PROGRAM. Cooperative exporting. Describes the "Piggyback" marketing technique which enables companies with no foreign ties to sell their products through companies already well established in overseas markets. 1966. 16 pp. 15¢.

SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms in Bangkok, Beirut, Manila, and Nairobi for 30 days. 1967. 8 pp. 10¢.

GET THE FACTS WHEN YOU NEED THEM.

Foreign Market Reports Service

Datelined coverage on the latest developments in commodities and in industry overseas, reported by U.S. Foreign Service specialists trained to give you the facts you need—fully, concisely, speedily.

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SELL YOUR PRODUCTS WITH BUSINESS PROPOSALS CARRIED ABROAD BY U.S. TRADE MISSIONS. Tells how U.S. Trade Missions are organized, and how they will handle assignments for you, discussing your sales offer with appropriate potential agents or customers overseas. 10 pp. 15¢

SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS. For United States Firms Trading, Investing or Manufacturing Abroad. 1967. 108 pp. 35¢.

SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1966. 26 pp. 15¢.

STARCH AND RELATED PRODUCTS IN SELECTED COUNTRIES. 1967. 42 pp. 30¢.

THE U.S. INDUSTRIAL OUTLOOK FOR 1968. Includes developments in 1967 with projections for 1968. Reports on imports and exports. 216 pp. $1.25.

U.S. LUMBER EXPORTS, 1960-64, 1965. 11 pp. 10¢.
U.S. PLYWOOD IMPORTS, 1960-64. 1965. 14 pp. 10¢.
U.S. LUMBER EXPORTS, 1966. July 1967. 12 pp. 10¢.
U.S. LUMBER EXPORTS, 1964. 1965. 11 pp. 10¢.
U.S. LUMBER EXPORTS, 1963. 1964. 6 pp. 10¢.
U.S. LUMBER IMPORTS, 1966. July 1967. 8 pp. 10¢.
U.S. LUMBER IMPORTS, 1965. 6 pp. 10¢.
U.S. EXPORTS OF SCIENTIFIC, INDUSTRIAL AND TECHNICAL INSTRUMENTS, 1958-1966, ANALYSIS OF, 1967, 12 pp. 10¢.
U.S. FOREIGN TRADE IN PHOTOGRAPHIC GOODS, 1962. 1963. 35 pp. 25¢.
U.S. TRADE IN JEWEL BEARINGS AND RELATED COMPONENTS, 1965. June 1967. 4 pp.
WORLD TRADE IN MACHINE TOOLS, 1961-64. 1965. 32 pp. 30¢.

International Customs Journals

Tariff structures and rates shown in the INTERNATIONAL CUSTOMS JOURNALS are subject to change after the JOURNALS are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be ordered through the U.S. Department of Commerce, Sales and Distribution, Washington, D.C., 20230, as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of INTERNATIONAL COMMERCE. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

THE JOURNALS, previously available on a loan basis, are priced at $3 for a bound paper edition of the Journal or Supplement; microfiche copies (up to 64 pages reproduced on a 4 x 5 inch negative) are 65¢ each.

Angola[2]	PB-174890
Australia[2]	PB-176394
Austria[2]	PB-169260
Bahama Islands	PB-174066
Belgium, See Benelux	
Benelux[2]	PB-170849
supplement[1]	PB-170849-1
supplement[2]	PB-170849-2
Bermuda	PB-174065
Brazil[1,4]	PB-173303
British Honduras	PB-174338
Bulgaria[5]	PB-169253
Burundi, Kingdom of[2]	PB-169263
supplement	PB-169263-1
Canada[2]	PB-169274
Central African Customs Union[2]	PB-173465
Ceylon[1]	PB-169270
Chile[1,4]	PB-173298
Colombia[2,4]	PB-169272
Czechoslovakia[5]	PB-169278
Denmark[3]	PB-169266
East Africa[2]	PB-169271
Ecuador[1,4]	PB-173198
Finland[3]	PB-169269
France[1] supplement included	PB-173294
Gambia[2]	PB-173317
Germany[2]	PB-169262
Ghana[2]	PB-169282
Gibraltar[1]	PB-174067
Gilbert & Ellice Islands	PB-174906
Great Britain Northern Ireland[3]	PB-169287
Greece[3] supplement included	PB-169283
Grenada	PB-174353
Guinea[1]	PB-169258
Hong Kong[2]	PB-173300
Hungary[5]	PB-169567
Iceland[2]	PB-169268
India[1]	PB-169256
Iran[1]	PB-173307
Iraq[1]	PB-173305
Ireland[3]	PB-174889
Israel[1]	PB-173293
Italy[1]	PB-169281
Japan	PB-174389
Jordan[1]	PB-169277
Lebanon[1]	PB-176054
Libya[2]	PB-169290
Luxembourg See Benelux	
Malagasy Republic	PB-173892
Supplement	PB-173892-1
Malawi	PB-176336
Malaysia[1]	PB-169264
Mali[2]	PB-169257
Malta	PB-176053
Mauritius[1]	PB-169279
Morocco[1]	PB-169285
supplement[2]	PB-173101
Mozambique	PB-176055
Netherlands See Benelux	
New Hebrides	PB-173661
New Zealand[1]	PB-173304
Nigeria[2]	PB-169566
supplement[2]	PB-173100
Norway[3]	PB-169267
Pakistan[1]	PB-176056
Panama[1]	PB-173292
Paraguay[1,4]	PB-173299
Peru[2,4]	PB-169261
Philippines[1]	PB-169884
Portugal	PB-174309
supplement	PB-174309-1
Reunion Island[1]	PB-169291
Rwanda[2]	PB-169275
supplement[2]	PB-173253
Seychelles	PB-174891
South Africa[2]	PB-169255
Spain[2]	PB-170512
St. Christopher, Nevis & Anguilla	PB-174334
Sweden[3]	PB-174893
supplement	PB-174893-1
Switzerland[2]	PB-169265
supplement	PB-169265-2
Syria[1]	PB-173873
Thailand[1]	PB-173306
Tunisia[2]	PB-169280
Turkey[1]	PB-173297
United Arab Republic[1]	PB-169289
supplement[2]	PB-173256
USA	PB-169293
supplement	PB-169293-2
USSR[5]	PB-169254
Venezuela[1,4]	PB-173302
Virgin Islands	PB-174892
Zambia[2]	PB-169273

[1] Issues that are useful only as a guide to the nation's tariff structure—duty rates are changed extensively since publication.

[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.

[3] Generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries EFTA, EEC, or Commonwealth) have changed since publication.

[4] Omits reference to LAFTA preferential rates.

[5] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.

Trade Lists

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered: Key: A—Agents; D—Dealers or Distributors; E—Exporters; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Please specify that you are ordering a *Trade List,* and include complete title including country, with your order.

Lists are $1 each, available from any Department of Commerce Field Office, or Bureau of International Commerce, Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230. Lists are available only to firms domiciled in the United States.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D
Beverages, Alcoholic—I&D
Boat & Ship Builders, Repairers & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Products
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits and Nuts—ID&E
Furniture—I&D
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital, Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking
Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies, Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D

Countries for which lists are available:

Commodity Lists

Algeria
Argentina
Australia
Austria
Belgium
Bolivia
Brazil
Ceylon
Chile
Colombia
Costa Rica
Denmark
Ecuador
El Salvador
Finland
France
Germany, Federal Republic of & West Berlin
Greece
Guatemala
Haiti
Honduras
Hong Kong
India
Iran
Iraq
Israel
Italy
Jamaica
Japan
Lebanon
Malaysia
Mexico
Morocco
Netherlands
Neth. Antilles
New Zealand
Nicaragua
Norway
Pakistan
Panama
Peru
Philippines
Portugal
South Africa
Spain
Sweden
Switzerland
Syria
Thailand
Trinidad
Tunisia
Turkey
United Arab Rep.
United Kingdom
Uruguay
Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden
Afghanistan
Angola
Azores
Bahamas
Bahrain Islands
Barbados
Bermuda
Burundi
Cameroon
Cape Verde Islands
Central African Republic
Chad
Congo, Republic of (Brazzaville)
Congo, Republic of (Kinshasa)
Corsica
Cyprus
Dahomey
Ethiopia
French Somaliland
Gambia
Ghana
Gibraltar
Guadelupe, Martinique and French Guiana
Guiana, British (Guyana)
Guinea, Portuguese
Honduras, British
Iceland
Indonesia
Ireland
Ivory Coast
Jordan
Kenya
Korea
Kuwait
Liberia
Libya
Luxembourg
Madeira Islands
Malagasy Republic
Malawi
Mali
Malta
Mauritania
Mauritius
Mozambique
Nepal
Niger
Nigeria
Paraguay
Reunion
Rhodesia, S.
St. Pierre & Miquelon
Senegal
Sierra Leone
Somali Republic
Sudan
Surinam
Taiwan
Tanzania
Togo
Uganda
Upper Volta
Viet-Nam
Yemen Arab Rep.
Zambia

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria
Burma
Cambodia
Czechoslovakia
Germany, East
Guinea
Hungary
Poland
Rumania
U.S.S.R.
Yugoslavia

Computerized Trade Lists

Please specify that you are ordering a *Computerized Trade List* and include country and list number in your order. Lists $1 each, from any Department of Commerce Field Office or Bureau of International Commerce, Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230. Lists are available only to firms domiciled in the United States.

Lists of *Computerized Trade Lists* available for Austria, Portugal, Spain, Switzerland, Thailand, Turkey and the U.K. were published in *International Commerce,* Jan. 1, 1968.

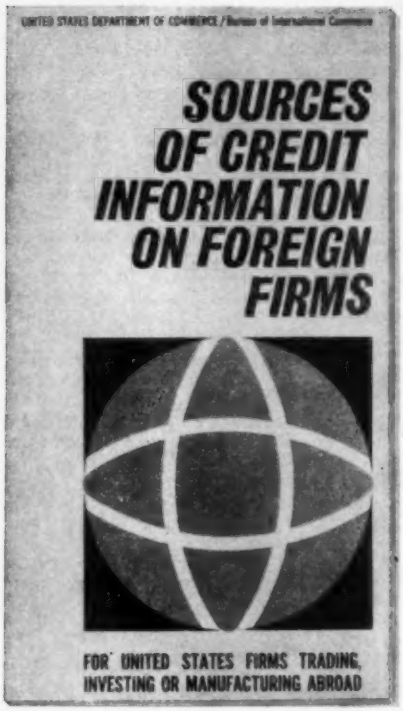
Listings for Belgium-Luxembourg, Netherlands, Germany, Sweden, Norway, Finland, Iceland, Denmark, Nicaragua, Guatemala, El Salvador, Honduras, and Costa Rica were published in *International Commerce,* March 20, 1967.

Listings were published in *International Commerce* for Greece and Italy, June 26, 1967; France, Dec. 11, 1967; Japan, Dec. 18, 1967; Mexico, Dec. 25, 1967.

All listings will be republished in the January 1968 *Checklist of International Business Publications* available soon from the U.S. Department of Commerce, Sales and Distribution, Washington, D.C. 20230. Free.

World Trade Directory Reports

Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a concensus of reliable sources of information. $2 per report. If information on a particular firm is not on file in Washington,


UNITED STATES DEPARTMENT OF COMMERCE / Bureau of International Commerce
SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS
FOR UNITED STATES FIRMS TRADING, INVESTING OR MANUFACTURING ABROAD

it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Department's Field Offices.

Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach and sales and technical requirements. 4 to 8 pages. 10¢ each.

France:

Aerospace industry equipment.
Chemical processing equipment and services.
Factory modernization equipment.
Institutional equipment.
Packaging equipment and materials.

Germany:

Advanced analytical instruments.
Air conditioning & refrigeration systems.
Air conditioning, equipment & controls used in all phases of.
Catering equipment.
Dairy machines and equipment.
Document processing equipment.
Environmental test equipment.
Gas appliance and ancillary equipment.
Home maintenance and improvement equipment & supplies.
Materials handling equipment.
Meat processing, packaging, and slaughtering equipment.
Medical and hospital equipment.
Nuclear instruments.
Oceanographic equipment.
Plant maintenance equipment.
Plastics equipment and supplies.
Technical and professional photographic products.
Welding and cutting equipment.

Hong Kong, British Crown Colony:

Light industrial machinery.

Israel:

Automotive service—catering equipment.

Italy:

Advanced electronic components.
Automotive diagnostic & service equipment
Boating accessories.
Electronic computers.
Electric, electronic, and mechanical control devices.
Food processing equipment.
Heating, ventilating, air-conditioning equipment.
Industrial fasteners, assembly tools, and production equipment.
Industrial furnaces and ovens.
LP-gas utilization equipment.
Laboratory apparatus, analytical and test instrumentation.
Materials handling equipment.
Metal finishing equipment.
Packing and packaging machinery.
Paper-making equipment.
Plastics materials & processing equipment.
Printing and bindery equipment.
Production equipment for the electronics industries.

Japan:

Advanced industrial fasteners.
Agricultural chemicals and specialties.
Animal husbandry equipment, accessories & materials.
Atomic energy, machinery & equipment.
Auto service and maintenance equipment.
Automatic wrapping and packaging machines & equipment.
Baking equipment.
Electronics equipment & supplies.
Equipment for the aviation industry.
Hydraulic and pneumatic machines.
Industrial hand tools.
Institutional hospital equipment & supplies.
Laundry & drycleaning equipment & supplies, commercial.
Metal finishing equipment.
New building materials.
Paper, film conversion equipment.
Pumps and compressors.
Self-service and supermarket equipment.
Shipyard & marine equipment.
Specialized industrial modernization equipment.
Specialized machine tool accessories.
Specialized electronic systems & instrumentation.
Sports & leisure goods.
Valves, filters, pumps & compressors.

Libya:

Building, servicing, and farm equipment.

Malaysia:

Metalworking machines and equipment.

Mexico:

Food processing equipment.
Industrial equipment for metalworking.
Scientific and industrial instruments.

Netherlands:

Food processing & packaging equipment.

Peru:

Mining, construction & industrial equipment.

Singapore:

Market Factors in Singapore. Basic data on sale of goods in Singapore; scope and nature of the market, economic development, competition, market for selected commodities and service. 11 tables. 1965. 19 pp. mimeographed. 25¢.

Southeast Asia:

Audio-visual and teaching aids equipment.

Spain:

Industrial and commercial refrigeration equipment.

Sweden:

Advanced office machines and data processing equipment.
Chemical processing equipment.
Dairy, food processing and packaging equipment.
Electronic components, advanced.
Electronics production & testing equipment.
High fidelity equipment.
Industrial process controls.
Institutional catering equipment.
Lifting, loading, conveying equipment.
Metal surface treating equipment.
Photographic products.
Plant and equipment maintenance machines and supplies.
Plastics machinery & equipment.
Welding and cutting equipment.

Switzerland:

Industrial electronic equipment.

Thailand:

Agricultural machinery and equipment.
Business machines, office equipment.
Commercial and home refrigeration equipment.
Mining equipment and general safety equipment.

United Kingdom:

Advanced industrial fasteners, applicators, fastener producing machines.
Animal husbandry equipment.
Chromatography and electrophoresis equipment.
Electrical control equipment.
Electronic components, miniature & microminiature.
Electronic production equipment.
Environmental test equipment.
Hotel and catering equipment.
Industrial and scientific photography equipment.
Instruments, electronics, automation equipment.
Machine tools, numerical controls, testing equipment.
Medical & hospital equipment.
Non-destructive testing and measuring apparatus.
Oceanographic instruments & products.
Protective signaling equipment.
Scientific instruments and laboratory apparatus.
Welding equipment and supplies.

Venezuela:

Automotive service repair and maintenance equipment.
Metalworking tools.

Foreign Market Surveys

Foreign Market Surveys, a series of studies prepared by overseas market research firms for use in the export expansion programs of the Commerce Department's Office of International Trade Promotion, have been added to the growing list of publications now available to U.S. exporters through the U.S. Department of Commerce, or any Department of Commerce Field Office. The studies are detailed reports on the market for specific commodities in individual countries.

Give complete title and PB number for each Survey. $3 each or 65¢ for microfiche.

The Market for **Aircraft Comunications** Equipment in Japan. PB–170 346.

The Market for **Aircraft Maintenance** Equipment in Japan. PB–170 345.

Animal Husbandry Equipment in the United Kingdom. PB–174 554.

Audio-Visual Equipment in the United Kingdom. PB–173 705.

Automotive Maintenance Equipment in Thailand. PB–173 712.

Automotive Service and Maintenance Equipment in Japan. PB–174 548.

Automotive Service and Repair Equipment in Sweden. PB–170 945.

Commercial **Baking** Equipment in Japan. PB–173 723.

Boating Accessories and Equipment in Italy. PB–173 715.

Boating Accessories in the United Kingdom. PB–173 716.

Measuring, Recording, and Control Instruments in the **Chemical** Industry in the Federal Republic of Germany. PB–173 371.

Industrial **Chemical Processing** Equipment in Italy. PB–170 956.

Children's **Clothing** in Italy. PB–173 717.

Corrosion Protection Methods and Materials in Sweden. PB–173 375.

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U.S. Industrial Equipment Exhibition (August 1-13, 1966), Mexico City. 1966. 284 pp. $1.50.

Food Processing Equipment Show (February 18, 21, 22 and 23, 1966); Food Processing Equipment and Supplies Show (February 19 and 20, 1966). U.S. Trade Center, Milan, Italy. 1966. 13 pp. 25¢.

Mining and Safety Equipment Show (February 9-23, 1966). U.S. Trade Center, Bangkok, Thailand. 1966. 8 pp. 10¢.

U.S. Metal Surface Finishing Equipment Show (June 29-July 8, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 43 pp. 50¢.

U.S. Industrial Pumps and Compressors Show (May 19-29, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 30 pp. 25¢.

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U.S. Business Machines Show (April 21-28, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 59 pp. 50¢.

Trade Mission Reports

Opportunities for U.S. trade with countries that are visited by U.S. Trade Missions are noted in the following reports.

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Foreign Trade Regulations. OBR 67-4. 6 pp. January 1967.

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Free World Production and Trade in Selected Household Appliances: 1961-63. OBR 65-80. (BDSA) 10 pp. December 1965. 15¢.

World Motor Vehicle Production and Registration, 1963-64. 1965. 6 pp. 5¢.

World Motor Vehicle Production and Registration, 1964-65. 1966. 6 pp. 10¢.

World Motor Vehicle Production and Registration, 1965-66. 1966. 6 pp. 10¢.

World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

World Trade in Machine Tools, 1961-64. 1965. 32 pp. 30¢.

General Business Publications

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Selected United States and Foreign Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into four foreign languages. 40-43 pp. 1960. 20¢ each.

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Foreign Trade Regulations of the Bahamas. OBR 67-8. 5 pp. Feb. 1967.

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Bahrain Islands

Foreign Trade Regulations of. OBR 67-67. October 1967. 8 pp.

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Barbados

Basic Data OBR 64-68. 9 pp. June 1964. Foreign Trade Regulations. OBR 67-18. 5 pp. April 1967.

See Trade Lists and Foreign Market Survey sections.

Belgium

See also Benelux.

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Foreign Trade Regulations of Belgium-Luxembourg. OBR 64-26. 11 pp. March 1964.

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Selling in Belgium. OBR 66-46. 17 pp. July 1966.

See also Trade Lists, Foreign Market Survey, and Europe sections, International Customs Journals.

Benelux

See International Customs Journal section and Trade and Computerized Trade Lists.

Berlin

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Bermuda

Foreign Trade Regulations OBR 67-15. 5 pp. April 1967.

See Trade Lists section, International Customs Journals.

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Foreign Trade Regulations. OBR 63-147. 7 pp. Dec. 1963.

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Canada

Import Tariff System. OBR 63-10. 3 pp. January 1963.

Preparing Shipments to Canada, WTIS, Part 2, No. 62-50. 17 pp.

Market Profiles: Western Europe and Canada. OBR 67-39. July 1967. 22 pp.

Selling in. OBR 67-52. August 1967. 13 pp.

Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes, 132 pages. 1964. 75¢ each.

See also International Customs Journal section.

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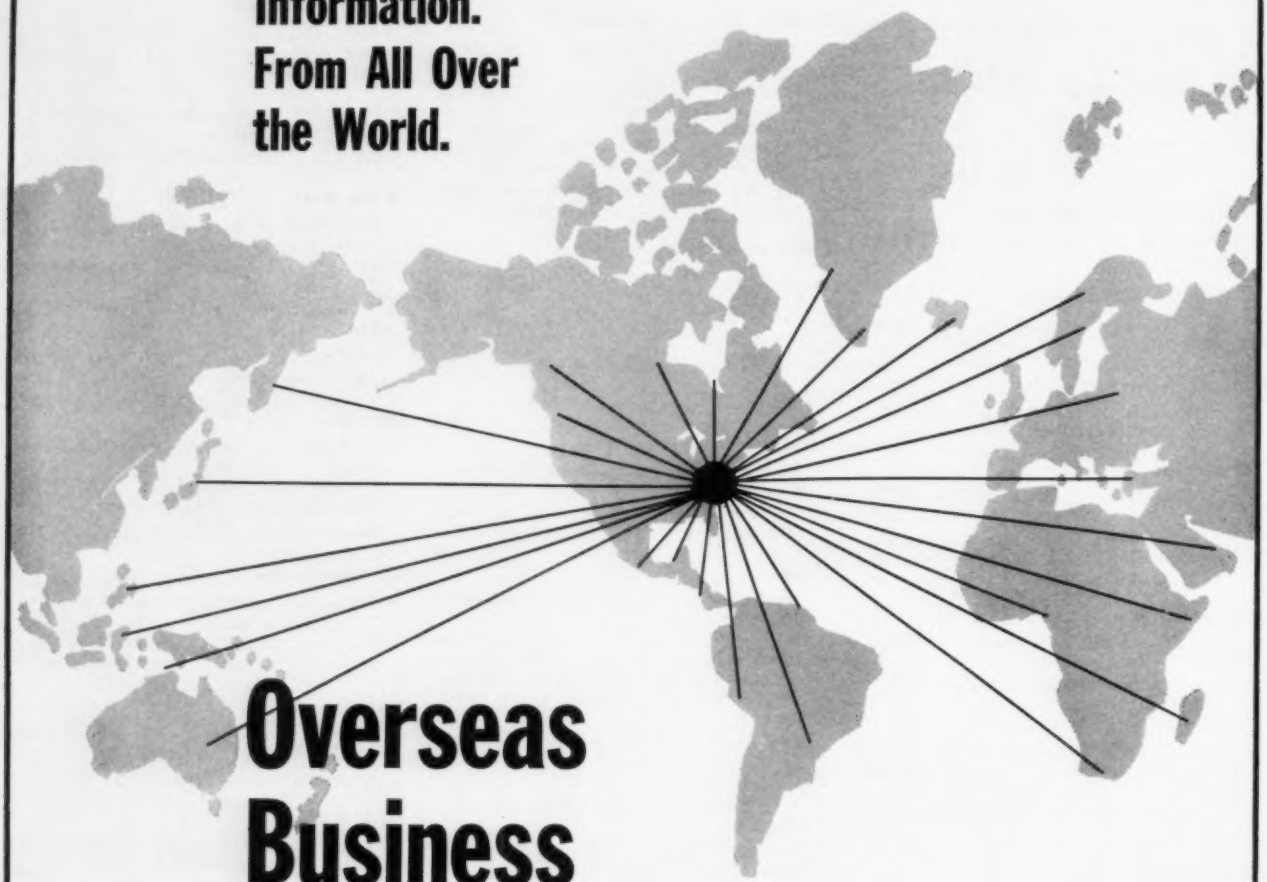

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U.S. Trade With Major World Areas, January-June 1963. OBR 63-139. 8 pp. December 1963.

U.S. Trade With Major World Areas January-December 1963. OBR 64-48. 15 pp. May 1964.

U.S. Trade With Major World Areas, January-June 1964. OBR 64-119. 16 pp. October 1964.

U.S. Trade With Major World Areas, January-September 1964. OBR 64-130. 16 pp. December 1964.

United States Trade with Major World Areas, 1965, and 1966. OBR 67-21. 22 pp. May 1967.

U.S. Trade With Major World Areas, January-December 1964. OBR 65-35. 20 pp. June 1965.

Foreign Trade Reports

Contribution of Imports to U.S. Food Supplies, 1961, and Comparisons with 1957-60. OBR 63-51. 4 pp. February 1963.

Contribution of Imports to U.S. Raw Material Supplies, 1961. OBR 63-8. 8 pp. January 1963.

Exports in Relation to U.S. Production, 1962. OBR 63-118. 4 pp. August 1963.

United States Foreign Trade 1960-1966 (Annual), OBR 67-43. August 1967. 26 pp.

U.S. Imports of Free Dutiable Goods and Average Rates of Duty 1964-66. OBR 67-62. October 1967. 16 pp.

U.S. Imports of Free Dutiable Goods and Average Rates of Duty, 1962-64. OBR 66-5. 16 pp. February 1966.

U.S. Share of World Markets for Manufactured Products. 32 pp. 25¢

United States Foreign Trade, 1965 and 1966 (Preliminary). OBR 67-13. 19 pp. March 1967.

Trade Summaries

Leading Commodities in U.S. Foreign Trade in 1963. OBR 64-69. 12 pp. July 1964.

U.S. Foreign Trade. January-March 1963. OBR 63-111. 20 pp. July 1963. (Initial OBR report on data in revised SITC commodity series—annual 1956-62; quarterly 1961-March 1963; monthly 1962-March 1963. Country data monthly 1962-March 1963).

U.S. Foreign Trade, January-May 1963. OBR 63-114. 12 pp. August 1963.

U.S. Foreign Trade, January-June 1963. OBR 63-121. 12 pp. September 1963.

U.S. Foreign Trade January-August 1963. OBR 63-136. 12 pp. December 1963.

U.S. Foreign Trade January-Septemebr 1963. OBR 64-2. 12 pp. February 1964.

U.S. Foreign Trade, January-November 1963. OBR 64-22. 12 pp. February 1964.

U.S. Foreign Trade, January-December 1963. OBR 64-43. 28 pp. May 1964.

U.S. Foreign Trade, January-March 1964. OBR 64-72. 24 pp. July 1964.

U.S. Foreign Trade, January-May 1964. OBR 64-91. 32 pp. September 1964.

U.S. Foreign Trade, January-June 1964. OBR 64-102. 24 pp. October 1964.

U.S. Foreign Trade, January-August 1964. OBR 64-123. 23 pp. November 1964.

U.S. Foreign Trade, January-September 1964. OBR 64-29. 24 pp. December 1964.

U.S. Foreign Trade 1957-1964. OBR 65-60. 23 pp. August 1965.

U.S. Foreign Trade, January-September, 1965. OBR 65-85. 23 pp. December 1965.

U.S. Foreign Trade, January-June 1965. OBR 65-77. 22 pp. December 1965.

Upper Volta

Basic Data on the Economy of Upper Volta. OBR 65-7. 6 pp. January 1965.

Investment Law in the Republic of Upper Volta. OBR 63-106. 4 pp. July 1963.

See also Trade Lists section.

Uruguay

Foreign Trade Regulations of Uruguay. OBR 66-14. 8 pp. April 1966.

See also Trade Lists section.

Venezuela

Basic Data on the Economy. OBR 67-2. 30 pp. January 1967.

Principal Manufacturing Industries. OBR 65-45. 31 pp. August 1965.

See also Trade Lists, Export Market Guides, International Customs Journal and Trade Mission Reports sections.

Viet Nam

Basic Data on the Economy of South Viet-Nam. OBR 67-10. 23 pp. March 1967.

Foreign Trade Regulations. OBR 64-49. 8 pp. May 1964.

See also Asia and Trade Lists section.

Virgin Islands

See International Customs Journal section.

Western Europe

Gas Characteristics, Gas Distribution and the Market for Gas Equipment. OBR 67-49. 17 pp. August 1967.

Market for Men's and Boys' Clothing in Western Europe. 1964. 63 pp. 30¢.

Market Profiles. OBR 67-39. 22 pp. July 1967.

See also Market Share Reports section.

Yugoslavia

Foreign Trade Relations. OBR 65-49. 8 pp. July 1965.

Market Factors. OBR 64-140. 8 pp. December 1964.

See also Europe Trade Lists and Trade Missions Reports sections.

Zambia

Basic Data on the Economy. OBR 65-57. 9 pp. July 1965.

Foreign Trade Regulations of the Republic of Zambia. OBR 67-20. May 1967.

See also International Customs Journal, Trade Mission, and Trade Lists sections.

Overseas *Business Reports* (OBR's) are priced at 15¢ each for single copies. Subscriptions are $13 annually; $5 additional for foreign mailing. Other publications are priced as shown. Please include complete titles and numbers with the order.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

204 Grain mill products

FRANCE—Rice, precooked. Etablissements Edouard Saman (packer), 18 Rue Nouvelle, 13—Marseille, 3eme. WTD 11/67.

NETHERLANDS—Wheat flour, related products. Direct purchase and agency. M. Witsenburg Jr. N.V. (importer), 88 Singel, Amsterdam. WTD 12/67.

208 Beverage industries

NETHERLANDS—Concentrated orange juices. Pembroek & Co.; N.V. voorheen Fa. J. (manufacturer, importer, exporter), 3-22 Industrieweg, Nieuw-Loosdrecht. WTD 10/67.

209 Food preparations

PORTUGAL—Soybean casein; requires 20 to 30 tons per year. Ernesto da Silva Leitao (manufacturer), Rua da Ranha de Baixo, 508, Rio Tinto, Gondomar. WTD in preparation.

224 Narrow fabrics, other smallwares mills

HONDURAS—Trimmings, ribbons, all kinds of ornaments used in manufacture of children's outerwear. Requests prices c.i.f. Honduran port. Textiles Fayad, S.A. (manufacturer, wholesale distributor), Apartado Postal No. 510, San Pedro Sula. WTD 6/67.

227 Floor covering mills, products

SOUTH AFRICA—Woven carpets, rugs. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

228 Yarn, thread mills, products

MOROCCO—Yarns, nylon, rayon, viscose, cotton. All sizes, colors. Direct purchase and agency. Quotations c.i.f. Casablanca. Abraham Moyal (importer, agent), 313, Rue de Strasbourg, Casablanca. WTD 12/67.

229 Textile goods

ENGLAND—Vinyl quilted materials for use in manufacturing small articles of furniture, particularly dressing and/or vanity tables. Agency and direct purchase. Morris, Wilkinson and Co. (Plastics) Ltd. (manufacturer), Sirrom Works, Basford, Nottingham. WTD 12/11/67.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Cotton underwear for men, especially boxer shorts, T-shirts, briefs, athletic shirts. Sarnecki Brother International Ltd. (importer, exporter, shipchandler), 601 Vondelingenweg, or P.O. Box 993, Rotterdam. WTD 11/67.

239 Fabricated textile products

MOROCCO—Canvas, water repellent for manufacturer of tarpaulins. Direct purchase and agency. Quotations c.i.f. Casablanca. Abraham Moyal (importer, agent), 313, Rue de Strasbourg, Casablanca. WTD 12/67.

242 Sawmill, planing mills

GERMANY—North Carolina pine, pitch pine, Oregon pine, rough. C.i.f. European ports. Schwalbach & Auer GmbH & Co. K.G. (wholesaler, importer), 12-20 Poller Kirchweg, 5 Koeln-Deutz-Hafen. WTD 12/67.

262 Paper mills, products

● **IRAN**—34,000 bobbins imitation cork tape for covering cigarette filters. Substance to be 34 grams per square meter ± 2 grams. Bobbins to be 38 mm. wide and 600 meters long. Tender No. 84130. Copy of tender specifications, conditions and limited supply of samples available from Forest Products Division, BDSA, Rm. 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3003. Bid deadline is Feb. 2.

273 Books

SPAIN—Technical, scientific and professional books only, both in English and/or Spanish. Interested in contacting editors, publishers, distributors. Requests replies in Spanish. Libreria J. Diaz Santos (importer, distributor, retailer), Lagasca 38, Madrid (1). WTD 8/67.

274 Publishing

HONDURAS—Atlases, maps, all types of teaching aids in Spanish for use in schools. Requests catalogs, prices c.i.f. Honduran port. Agencia Hammer, S.A. de C.V. (wholesaler, retailer), P.O. Box 31, San Pedro Sula. WTD 9/67.

275 Commercial printing

UGANDA—Color post cards. Camera Center

Co. Ltd. (importer, wholesaler, retailer), P.O. Box 3949, Kampala. WTD 6/67.

278 Bookbinding industries

UGANDA—Photo albums. Camera Center Co. Ltd. (importer, wholesaler, retailer), P.O. Box 3949, Kampala. WTD 6/67.

281 Industrial chemicals

URUGUAY—Industrial chemicals, raw materials, specialties for paint, rubber, plastics, glass, ceramics, tannery, cosmetic industries. Faustino Beltran S.A. (importer, sales agent), Calle Paraguay 1266, Montevideo. WTD 10/67.

282 Synthetic materials

MOROCCO—Polyvinyl chloride (PVC) and polyethylene, polystyrene & polyurethane resins. Direct purchase and exclusive agency. Quotations c.i.f. Casablanca. Abraham Moyal (importer, agent), 313, Rue de Strasbourg, Casablanca. WTD 12/67.

NETHERLANDS—Cellophane film. Altacel Transparant Verpakkingsindustrie N.V. (importer), 5-7 Burg. Kolfschotenstraat, (P.O. Box 19), Volendam. WTD 12/67.

291 Petroleum refining

PANAMA—Gasoline, residual fuels oils, lubricating oils. Fidanque Hermanos e Hijos, S.A. (importer, distributor), P.O. Box 721, Panama. WTD 5/67.

306 Fabricated rubber products

NETHERLANDS—Medical and laboratory products. Direct purchase and agency. Representation for Benelux countries requested. N.V. Medical Import & Export Co. (agent, distributor, importer, exporter), 65 Amsterdamse Straatweg (P.O. Box 1), Bussum. WTD 10/67.

307 Plastic products

NETHERLANDS—Transparent wrapping and packaging materials. Altacel Transparant Verpakkingsindustrie N.V. (importer, exporter, manufacturer), 5-7 Burg. Kolfschotenstraat (P.O. Box 19), Volendam. WTD 12/67.

319 Leather goods

UGANDA—Leather photo frames, other leather novelties. Camera Centre Co. Limited (importer, wholesaler, retailer), P.O. Box 3949, Kampala. WTD 6/67.

322 Glass, glassware

SOUTH AFRICA—Glassware: exclusive tableware; art, decorative and novelty. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

326 Pottery, related products

SOUTH AFRICA—Vitreous china, porcelain household tableware; art, decorative, novelty potteryware. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

331 Steel mill products

AUSTRALIA—Stainless clad steel sheets as used for manufacture of saucepans, similar kitchenware. Meth & Co. (Australia) Pty. Ltd., I.B.M. Centre, 168-170 Kent St., Sydney, 2000. WTD 7/13/66.

339 Primary metal industries

AUSTRALIA—Powdered electrolytic manganese metal with following specifications: Mn., Min., 99%; P, Max., 0.005%; S, Max., 0.03%; sizing: through 50 mesh ASTM 100%; through 325 mesh ASTM max. 35%. Bisley & Co. Pty. Ltd. (importer, exporter), A.M.P. Bldg., Circular Quay, Sydney, N.S.W. 2000. WTD 11/67.

342 Cutlery, hand tools, general hardware

URUGUAY—Fire hose nozzles, 216, several sizes, mist, spray types, for water and foam. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

343 Heating apparatus, plumbing fixtures

GERMANY—Oil burner parts, attachments, such as electric motors, high pressure pumps, nozzles, condensers, ignition electrodes, ignition transformers, magnet valves and oil firing accessories. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. Manfred Reichstein (manufacturers' agent, retailer, wholesaler), Postfach 439, 215 Hahnerberger Strasse, 56 Wuppertal-Cronenberg. WTD 4/19/67.

346 Metal stampings

NETHERLANDS—Small metal luxury household items, such as coffee percolators, tea kettles, sugar dispensers, ash trays, made of silver plated brass or chrome. Exclusive sales rights requested for The Netherlands, also exports to Common Market countries. Bredemeijer Metaalwarenfabriek N.V.; G. (manufacturer, importer, exporter), 23 Oude Torenstraat, Hilversum. WTD 11/67.

349 Fabricated metal products

SOUTH AFRICA—Selected novelties, specialties, except advertising novelties, suitable as gifts. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

352 Farm machinery

FRANCE—Small garden tools and agricultural implements such as lawn-mowers, hedge trimmers, rotary tillers, chain saws, garden cultivators, portable power sprayers. Jacques Fleury S.A. (exporter, importer), 2 Rue du Portail, 13—Marseille, 3eme. WTD 12/67.

SWITZERLAND—Electric lawn edgers. Ernst Vogelsang (manufacturer, distributor), Fabrikstrasse 10, 4552 Derendingen. WTD 11/30/67.

353 Construction, mining, materials handling machinery equipment

● **IRAN**—100 Pneumatic rock drills of 20-25 kgs. and of water flushing types, 3000 strokes per minute; 30 air legs complete with fork-rest, telescopic type of 178 cm, tube section length of 130 cm., weight 20-23 kgs. each; 10 pneumatic turbine safety mine lamps of 20 watts, hanging type. Steel Corporation of Iran, Ferdowsi Sq., 35 Forsat Ave., Tehran.

NETHERLANDS—Hoists. Direct purchase and agency. Exclusive representation for The Netherlands and/or other Benelux countries requested. N.V. Intern Transport Gebr. Langerak & Van der Lingen (manufacturer, sales agent, importer, exporter), 28 Zandweg (P.O. Box 24), Maarssen. WTD 11/67.

URUGUAY—Lift trucks, 35, fork, other types, hydraulic. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

● **YUGOSLAVIA**—Equipment and construction of installations, excluding building works, for: crushing, storing, watering, flotation and dewatering of copper ores; complete semi-industrial installation for ore preparation of 8-10 tons capacity per day. Rudnap, Export-Import, Vuka karadzica 6, Belgrade, POB 301; bid deadline Feb. 15. Instructions to bidders available on loan basis. (Telephone: 202-967-5566).

354 Metalworking machinery

● **BURMA**—Portable pneumatic powered handtools, including: one chipping hammer, two riveting hammers, 5/16″ rivets, 12 rivet busters, 8 rivet hammers—⅜″ rivets, 8 rivet hammers—½″ rivets, and 8 rivet hammers 1⅛″ rivets. Tender No. MEIC/B.Rlys/13(T) 128(M)67-68, bid deadline Feb. 29. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

● Machine tools and portable powered tools, including: seven pneumatic horizontal multivane grinders, 16½ lbs., 5″ vitrified wheel; six electric angular grinder, 200 mm long, 100 x 16 mm. wheel; three pneumatic grinders, 20″ long, 6″ wheel; vertical cylinder boring machines, 60″ x 30″ table, 9″ dia. max. boring capacity, 15″ between column face; horizontal boring machine suitable for engine cylinder blocks, 96″ max. between spindle nose and boring stay; portable cylinder boring machine, suitable for mounting for cylinder boring. Tender No. MEIC/B.Rlys/13(T)124(M)/67-68, bid deadline Feb. 26. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

URUGUAY—Storage battery grid casting machines, small capacity. Fabrica Nacional de Acumuladores Electricos S.A. (Fanaesa) (manufacturer), Bvar. Norte & Jose Garat, Rosario, Depto. de Colonia. WTD 8/67.

355 Special industry machinery

AUSTRALIA—Equipment for irradiation sterilization of foodstuffs, pharmaceuticals, other materials which can be so treated. Direct purchase and agency. Attn: Mr. Eric Hart, Commonwealth Industrial Gases Ltd. (manufacturer, retailer, distributor, importer), 138 Bourke Rd., P.O. Box 55, Alexandria, N.S.W. 2015. WTD 11/67.

MOROCCO—Machinery for manufacture of tomato powder, powdered eggs and citrus fruit powder; machinery for dehydration of vegetables, fruits and medicinal herbs, small and medium size equipment. Quotations c.i.f. Casablanca. Erich A. Holliger (importer), 55, Ave. Houmane El Fetouaki, Casablanca. WTD 12/67.

URUGUAY—Machinery for paint, rubber, plastics, glass, ceramics, tannery, cosmetic industries. Faustino Beltran S.A. (importer, sales agent), Calle Paraguay 1266, Montevideo. WTD 10/67.

356 General industrial machinery

URUGUAY—Fire hose, 633, 20 meter long by 63.5 mm diameter sections; 560, 20 meter long by 45 mm diameter sections. Requests replies

in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

358 Service industry machines

NETHERLANDS—Water purification equipment for swimming pools; car wash equipment; household water softeners. Representation requested for Benelux countries. Hamming en Van Oosterhout N.V. (importer, agent, distributor), 47 Herenweg, Utrecht. WTD 12/67.

358 Service industry machines

NORWAY—Cleaning machines, equipment for use on board or outside of ships. Direct purchase and agency. A/S Metoderenhold (manufacturers' agent, contractor), Kongensgate 19, Moss. WTD 11/67.

362 Electrical industrial apparatus

● **BURMA**—Various type welders, including: four portable, single operator, 300 amp. welders; four double operator, 300 amp. welders; three diesel engine driven welders, 60-400 amp range; four gas welding and cutting sets, two stage regulators; one 48″ universal oxygen-acetylene cutting machine; one oxygen-acetylene profile cutting machine, 300 empty oxygen and acetylene cylinders; and one diesel engine 300 amp welder mounted on four tired trailer. Tender No. MEIC/B.Rlys/13(T)125 (M)67-68, bid deadline Feb. 29. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

URUGUAY—Generator sets, 29, 220v circuits. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

364 Electric lighting, wiring equipment

FRANCE—Electric lighting, wiring equipment, including lighting fixtures, electric installations, devices and accessories, supplies for residential, commercial, or industrial uses; 220 volts, 50-cycle D.C. Direct purchase and agency. Cosset & Gagnolet (Ets.) (dealer), 7 Boulevard d'Arcole; 31- Toulouse, Haute-Garonne. WTD 12/67.

365 Radio, television receiving sets

SWITZERLAND—Loud-speakers, amplifiers, microphones, stereo tuners. Agency and direct purchase. Requests replies in French or German. Cine Consortium Marcel Meylan (importer, distributor), 53 Champ Rond, 1010 Lausanne. WTD in preparation.

366 Communications equipment

● **BOLIVIA**—Supply and installation of Crossbar type switching equipment required for a 2500 line telephone system. Associated equipment, such as instruments, cables and wire, are also included but they will be installed by the telephone company. Bid deadline Mar. 15. Specifications may be obtained from Cooperative de Telefonos Automaticos de Santa Cruz de la Sierra, Limitada, Edificio Cotas, Calle Bolivar 158, Casilla Postal 567, Santa Cruz de la Sierra.

GERMANY—Electronic alarm, safety systems for household, industrial use. C.i.f. European ports. Requests replies in German. Direct purchase and agency. Siegfried Peters, Export-Import (distributor, importer, exporter), 80 Suedwall, 415 Krefeld. WTD 12/67.

SWITZERLAND—Taxi communication equipment, simultaneous translation equipment. Agency and direct purchase. Requests replies in French or German. Cine Consortium Marcel Meylan (importer, distributor), 53 Champ Rond, 1010 Lausanne. WTD in preparation.

URUGUAY—Radio transmitter-receiver units, 20, automotive; forty six, fixed station. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

367 Electronic components, accessories

FRANCE—Electronic components, parts, accessories and supplies for industrial, commercial and special uses, including condensers, transistors, electron tubes, precision and subminiature devices, electronic switch modules, related lines suitable for utilization in France. Direct purchase and agency. Catalogues, price lists requested. Cosset & Gagnolet (Ets.) (dealer), 7 Boulevard d'Arcole; 31-Toulouse, Haute-Garonne. WTD 12/67.

GERMANY—Miniature magnetic tape recorders. C.i.f. European port. Direct purchase and agency. Requests replies in German. Siegfried Peters, Export-Import (distributor, importer, exporter), 80 Suedwall, 415 Krefeld. WTD 12/67.

371 Motor vehicles, motor vehicle equipment

URUGUAY—Fire fighter truck tanks, forty, and equipment; fire fighter trucks, two, and equipment; truck tanks, four, various capacities; fire fighter ladder trucks, two; emergency trucks, four, for power line repair and power generating purposes, with crane; ambulances, three. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of accessories including phase contrast equipment, objectives, photographic eye pieces, visual eye pieces and arc lamp for metallographic studies. Tender No. B-1407/AID, bid deadline Jan. 30. Requested by The Director, National Aeronautical Laboratory, Bangalore, India. Purchase will be made under AID loan No. 160 and is therefore restricted to material of U.S. origin only. Tender documents available on request from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008.

383 Optical instruments, lenses

● **CHILE**—Supply of 103,040 pairs of optical lenses of various diameter (55 mm., 58 mm., 50 mm., etc.). Tender No. 1-23/67, bid deadline Jan. 25. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Servicio Nacional de Salud, Central de Abasteeimiento, Avda. Matta 644, Santiago.★ (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

GERMANY—Respiration, anaesthesia apparatus, oxygen tents of advanced types to add to line of European products. Direct purchase and agency. Peter Goerres KG (manufacturer, wholesaler), 6000 Frankfurt/Main, Buchrainstrasse 18. WTD 12/67.

NETHERLANDS—Medical, surgical instruments, accessories of all types. Direct purchase and agencies. Representation requested for Benelux countries. N.V. Medical Import & Export Co. (agent, distributor, importer, exporter), Amsterdamse Straatweg 65, P.O. Box 1), Bussum. WTD 10/67.

SPAIN—Disposable syringes. Cooperativa Farmaceutica Espanola (Cofares) (importer, distributor), Joaquin Garcia Morato 33, Madrid (10). WTD 11/67.

SWEDEN—Disposable hospital supplies. Direct purchase and exclusive agency. Swedish Hospital Supply AB (agent, wholesaler), Box 483, Goteborg 1. WTD 12/8/67.

URUGUAY—Respiratory protection units, 70, self-contained, for hazardous atmospheres; 199, filter type, for hazardous atmospheres; gas masks, 40, for filter type respiratory protection equipment; canisters, 60, for self-contained respiratory protection equipment; filters, 510, for filter type respiratory protection equipment; suits, 27, firefighting, asbestos. Requests replies in Spanish. Cuerpo Nacional de Bomberos (government agency), Calle Colonia 1651, Montevideo.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

386 Photographic equipment

● **HONG KONG**—Supply of personal radiation monitoring film, 1¼″ x 1⅝″, 144 boxes of 150 films each, delivery in 12 monthly installments beginning Apr. 1968. Tender No. Stores C/23/19/68, (Group IX), bid deadline Jan. 19.

● Supply of concentrated liquid X-ray developer, starter, replenisher and fixer, total 186 bottles, delivery in 12 monthly installments beginning April 1968. Tender No. Stores C/23/19/68 (Groups VIII and X), bid deadline Jan. 19.

● Supply of high speed X-ray film, 11,144 boxes and 1,080 rolls assorted, delivery in 12 monthly installments beginning April 1968. Tender No. Stores C/23/19/68 (Groups I through VII), bid deadline Jan. 19.

The above tender offers should be made through Hong Kong agents. Secretary, Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road, Hong Kong.★ (Telephone: 202-967-2939).

UGANDA—Exposure meters, 16 mm. movie projectors and 35 mm. slide projectors. Camera Centre Co. Ltd. (importer, wholesaler, retailer), P.O. Box 3949, Kampala. WTD 6/67.

394 Toys, amusement, sporting goods

NETHERLANDS—Swimming pools, related equipment. Representation requested for Benelux countries. Hamming en Van Oosterhout N.V. (importer, agent, distributor), 47 Herenweg, Utrecht. WTD 12/67.

SOUTH AFRICA—Toys of special excellence. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

395 Pens, pencils, office, artists' materials

ETHIOPIA—Ball point pens. Krikor V. Pogharian (importer, distributor), P.O. Box 1592, Addis Ababa. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

HONDURAS—Buttons used in manufacture of children's outerwear. Requests prices c.i.f. Honduran port. Textiles Fayad, S.A. (manufacturer, wholesale distributor), Apartado Postal No. 510, San Pedro Sula. WTD 6/67.

399 Manufacturing industries

SPAIN—All types of novelty products sold in pharmaceutical sections of drug stores. Cooperativa Farmaceutica Espanola (Cofares) (importer, distributor), Joaquin Farcia Morato 33, Madrid (10). WTD 11/67.

593 Antique, secondhand stores

SOUTH AFRICA—Antique furniture, home furnishings, and objects of art. Rusbank Gallery (Pty.) Ltd. (importing distributor), 41 High St., Worcester, Cape Province. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Canned apricots, peaches, pears, cherries, other fruits, fruit salad in light and/or heavy syrup; packed in No. 2½ tin cans, 24 cans per carton. Barriere (Henri) (sales agent), 83 Rue de la Course; 33- Bordeaux, Gironde. WTD 5/67.

204 Grain mill products

NETHERLANDS—Feed raw materials, cattle food, including nutriants, additives. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in processing, licensing, joint-venture or other production arrangement. Internatio-Group (parent holding company for importing, wholesaling subsidiaries), Attn: Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 12/67.

208 Beverage industries

AUSTRALIA—Wines, spirits. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

209 Food preparations

AUSTRALIA—Diabetic foods including canned fruits, confectionery; tahini (ground sesame seeds). The City Mfg. Co. Pty. Ltd. (importer, exporter, distributor, manufacturer, sales agent), 392-394 Sussex St., Sydney, 2000. WTD 11/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Napery, table cloth, napkin sets, towels, linens. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

238 Apparel, accessories

NETHERLANDS—All kinds of products for leather garment industry. Agency for Benelux and/or E.E.C. countries; also interested in licensing arrangement. N.V. Handelmaatschappij A.B.C.-Dongen (importer, distributor, exporter, agent), 65 Rijensestraatweg, or P.O. Box 50, Dongen (N.B.). WTD 11/67.

262 Paper mills, products

GERMANY—Technical specialty paper of all kinds. Requests price quotations c.i.f. German or Dutch ports. Emanuel R. Neumann (agent), 38 Kolhagenstrasse, 4 Duesseldorf-Benrath. WTD 11/67.

281 Industrial chemicals

NETHERLANDS—Chemicals for textile industry, especially aniline dyestuffs and auxiliary materials. Commission agency. J. Kerstens van Leeuwen (commission merchant), 69 Heuvelring, Tilburg. WTD 12/67.

282 Synthetic materials

GERMANY—Cellophane for wrapping sweets, chocolate. Requests price quotations c.i.f. German or Dutch ports. Manfred Lange (agent), 43 Linzer Strasse, 5 Koeln-Klettenberg. WTD 11/67.

NETHERLANDS—Synthetic raw materials for textile industry such as textured yarns, fibers. Commission agency. J. Kerstens van Leeuwen (commission merchant), 69 Heuvelring, Tilburg. WTD 12/67.

284 Soap, detergents, perfumes, cosmetics

NETHERLANDS—Cosmetics, related products for sale through drug stores, similar outlets. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in processing, licensing, joint-venture or other production arrangement. Internatio-Group (holding company for importing, wholesaling, distributing subsidiaries), 29 Westerstraat, or P.O. Box 567, Attn: Mr. M. Dubbelt. Rotterdam-2. WTD 12/67.

322 Glass, glassware

AUSTRALIA—Glassware. Tallerman & Company Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

326 Pottery, related products

AUSTRALIA—Ceramics. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

HONG KONG—Diamond wheels for cutting marble. King Tah Steel Ball & Bearing Co. (importer, wholesaler, retailer, exporter), P.O. Box 8837, Mongkok, Kowloon. WTD in preparation.

331 Steel mill products

INDIA—Iron, steel products including tool, alloy and stainless steel. United Impex Agency (indent agent, retailer), 25 Gurukul Chambers, 187 Mumbadevi Rd., Bombay 2. WTD 12/67.

333 Primary smelting, refining of nonferrous metals

INDIA—Nonferrous virgin metals; metal products of all types. United Impex Agency (indent agent, retailer), 25 Gurukul Chambers, 187 Mumbadevi Rd., Bombay 2. WTD 12/67.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Cutlery, hand tools, builders', other general hardware. Tallerman & Company Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

NETHERLANDS—Pneumatic, hand-operated strapping tools for steel and plastic straps, also with built-in seal house. Seeks stocking distributorship. Contimeta N.V. (importer, wholesaler), P.O. Box 43, Zeist. WTD 12/67.

346 Metal stampings

AUSTRALIA—Kitchenware. Tallerman & Company Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

353 Construction, mining, materials handling machinery

NETHERLANDS—Materials handling equipment. Commission agency for The Netherlands and/or Benelux area. Ingenieursbureau voor Technische Bemiddeling I.T.B. (consulting engineers, agent, manufacturer), 10 Liesboslaan, Breda. WTD 11/67.

PAKISTAN—Excavation machinery, earthmoving equipment. Requests catalogs, quotations, C.&F., Karachi. S. S. Haji Abdul Kadar (importer), 47 New Cloth Market, Dunolly Rd., Karachi. WTD 10/67.

355 Special industry machinery

NETHERLANDS—Machinery for textile industry. Commission agency. J. Kerstens van Leeuwen (commission merchant), 69 Heuvelring, Tilburg. WTD 12/67.

Ice cream dipping cabinets, other ice cream manufacturing equipment. Agency with own supply of parts. H. W. Brand & Co. N.V. (importer, exporter, agent, wholesaler), 34 Rodezand, Rotterdam-1. WTD 12/67.

356 General industrial machinery

NETHERLANDS—Shrink-wrapping machines of varying sizes for making packages of wide range of items ready for shipment. Seeks stocking distributorship. Contimeta N.V., P.O. Box 43, Zeist. WTD 12/67.

358 Service industry machines

NETHERLANDS—Air conditioners, air treatment equipment. Commission agency for The Netherlands or Benelux area. Ingenieursbureau voor Technische Bemiddeling I.T.B. (consulting engineers, agent, manufacturer), 10 Liesboslaan, Breda. WTD 11/67.

Ice cream vending machines. Agency with own supply of parts. H. W. Brand & Co. N.V. (importer, exporter, agent, wholesaler), 34 Rodezand, Rotterdam-1. WTD 12/67.

PAKISTAN—Air coolers, room. Requests catalogs, quotations, c.&f., Karachi. Parvez Trading Co. (importer), Fadoo Bldg., Bunder Rd., P.O. Box 5426, Karachi. WTD 10/67.

362 Electrical industrial apparatus

INDIA—Graphite electrodes. United Impex Agency (indent agent, retailer), 25 Gurukul Chambers, 187 Mumbadevi Rd., Bombay 2. WTD 12/67.

363 Household appliances

PAKISTAN—Refrigerators, domestic. Requests catalogs, quotations, c.&f. Karachi. Parvez Trading Co. (importer), Fadoo Bldg., Bunder Rd., P.O. Box 5426, Karachi. WTD 10/67.

366 Communication equipment

PAKISTAN—Railroad signals, allied equipment. Requests catalogs, quotations, c.&f., Karachi. Parvez Trading Co. (importer), Fadoo Bldg., Bunder Rd., P.O. Box 5426, Karachi. WTD 10/67.

381 Engineering instruments

ENGLAND—Instruments, particularly surveying, photogrammetric and fine measuring; automated drawing machines. Survey and General Instruments Co. Ltd. (manufacturer, exporter, importer, distributor), Fircroft Way, Edenbridge, Kent. WTD 12/14/67.

387 Watches, clocks, parts

AUSTRALIA—Clocks, watches. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

391 Jewelry, silverware, cutlery

AUSTRALIA—Cutlery. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

394 Toys, sporting goods

AUSTRALIA—Toys. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—Gift ware. Tallerman & Co. Pty. Ltd. (importer, exporter, wholesaler), Tallerman House, 249 Clarence St., Sydney, 2000. WTD in preparation.

Visiting Buyers and Officials

ARGENTINA—Juan Carlos Rabinowicz, Managing Partner, Radiant International S.R.L., Carlos Pellegrini 651, Buenos Aires, interested in obtaining agency agreements with major U.S. wholesalers and distributors of **oil field machinery and parts, road construction machinery and parts, and electric transmission and distribution equipment.** Jan. 15 via New Orleans for one month. c/o North Vista 849, Los Angeles, Calif. 90046. Itinerary: New Orleans, Houston, Dallas, New York, Washington, Chicago, San Francisco, Los Angeles, others as required. WTD 9/67.

AUSTRALIA—Russ Birrell, Managing Director, Micro Industries Pty. Ltd., P. O. Box 62, Ermington, N.S.W. 2115, interested in contacting U.S. manufacturers of **filling machinery for pharmaceuticals, cosmetics, food and beverages** to arrange agency or licensing agreements, and requesting technical information. Jan. 15 via Los Angeles for four weeks. c/o Office of Australian Trade Commissioner, 3600 Wilshire Blvd., Los Angeles, Calif. 90005 or 636 Fifth Ave., New York, N.Y. 10020. Itinerary: 1/27-29 New York, Boston, 2/26-3/6 Detroit, Chicago, 3/7-18 Los Angeles, itinerary flexible if interest warrants. WTD 12/17/64 under revision.

NETHERLANDS—R. Ebbink, Plasticfabriek Radioko C.V., 24-26 Kerkhoflaan or P.O. Box 19, Zwanenburg (Halfweg), interested in obtaining exclusive licensing and sales rights for The Netherlands and/or other Common Market countries from U.S. manufacturers of **injection molded plastic household goods, tableware, kitchenware, other consumer and commercial plastic products, industrial and technical plastic products such as automobile bumpers, grills, strips, humidifying, air conditioning and related products**; interested in joint venture with U.S. firms for sale and/or manufacture of subject products to Common Market countries and will accept U.S. capital and/or financial participation up to 50%. Jan. 15 via New York for 12 days. c/o Dept. of Commerce New York Field Office. Itinerary: 1/15-19 Chicago, 1/24-27 New York. WTD 12/1/67.

SOUTH AFRICA—Ivan Phillips, Escombe Manufacturers Ltd., P.O. Box 50, Escombe, Natal, interested in contacting buyers of **men's and boys' novelty summer leisurewear.** Jan. 3 via New York until Jan. 14. c/o Waldorf-Astoria Hotel, Park Ave. & East 50th St., New York, N.Y. 10022. Itinerary: New York. WTD 12/15/66 under revision.

Leads for Importers

Commodities are offered direct unless specified

220 Textile mill products

ECUADOR—Yard goods of all types. Catalogs and/or swatches requested with offers. Distribuidora Comercial Dennis (Carl A. Th. Fromell, Proprietor) (textile distributor), Calle Montalvo entre Calle Cevallos y Sucre. P.O. Box 142, Ambato. WTD 11/67.

233 Women's, misses' outerwear

MOROCCO—Dresses, women's, Moroccan type, called "Kraftans". Prices available upon request. Messrs. Charif Larbi El Ouazzani & Mohamed Ibn Khyat (exporters), 23, Rue Mostafa el Maani, Casablanca. WTD 12/67.

399 Manufacturing industries

MOROCCO—Hand-made rugs, leather articles, wallets, purses, handbags, suitcases. Abdelhak Lebbar (exporter), 99, Rue Attarine, Fes. WTD 12/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2835.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Greece issues tender for radio and television transmitters

The Hellenic National Broadcasting Institute (EIR), has issued Tender No. 2000, for the supply and installation of Radio and Television Transmitting Equipment.

Bid deadline is Feb. 5.

Bid should offer nine (9) 30 kw. TV transmitters, eight (8) 10 kw. TV transmitters, nineteen (19) 10 kw. FM transmitters, eighteen (18) 3 kw. FM transmitters, one (1) short wave transmitting system consisting of two (2) 100 kw. transmitters; also towers, antennas and radio link equipment.

Copies of tender announcement and specifications are available from the Hellenic National Broadcasting Institute (EIR) Technical Directorate, 7 Paleon Patron Germanou St., Athens, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone Code: 202-967-4038).

☆ U. S. GOVERNMENT PRINTING OFFICE: 1968—301-988/28

Calendar *for international traders*

BATON ROUGE, La.—Jan. 16—First seminar of five-week series on How to Sell Overseas, Jack Tar Capitol House, 7:30 p.m. Sponsors: Jr. Chamber of Commerce, La. Dept. of Education, REEC, Dept. of Commerce.

BOSTON—Jan. 17—Int'l Center of New England annual world business perspective, Sheraton-Plaza Hotel, 12 noon-3 p.m. Guests: Gov. John A. Volpe; W. M. Roth, Special Representative for Trade Negotiations; Charles F. Adams, Raytheon Co.; Paul A. Schmid, Schmid Bros.

CHICAGO—Jan. 16—In-Office Meeting, Commerce Field Office.

CHICAGO—Jan. 17—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CINCINNATI—Jan. 16—Meeting on Financing-Insurance-Regulations, Holiday Inn, 1:30 p.m. Sponsors: Commerce Field Office, REEC, Cincinnati Assn. of Credit Management, Foreign Credit Chapter.

CORPUS CHRISTI, Tex.—Jan. 16—Corpus Christi Chamber of Commerce annual banquet, Memorial Coliseum, 7 p.m. Speaker: Frank Ikard, American Petroleum Institute.

GREENSBORO, N.C.—Jan. 17-18—Businessmen's Consultation, **W. Wyatt Martin, Ass't Commercial Attache, Stockholm**. Sponsor: Commerce Field Office.

HONOLULU—Jan. 17—Export-Import Workshop, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, Small Business Admin.

MEMPHIS—Jan. 15—Export Workshop and Businessmen's Consultation, Commerce Field Office. Speaker: **John D. Perkins, Commercial Officer, Milan/to Guatemala City.**

MEMPHIS—Jan. 16—World Trade Club, Sheraton Motor Inn.

MEMPHIS—Jan. 17—Mid-South Exporters' Roundtable, Forum on Japan, Hotel Sheraton-Peabody.

MIAMI—Jan. 17—Businessmen's Consultation, **Paul I. De Pedraza, Commercial Officer, Sao Paulo.** Sponsor: Commerce Field Office.

MIAMI—Jan. 17—So. Florida REEC monthly meeting, 12 noon.

MIAMI—Jan. 18—In-Office Export Workshop, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NEW ORLEANS—Jan. 16—Businessmen's Consultation, **John D. Perkins, Commercial Officer, Milan/to Guatemala City.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 16—Int'l Executives Assn. luncheon meeting, Hotel Statler Hilton, 12:30 p.m. Speaker: Franz Pick, Pick's World Currency Report.

NEW YORK—Jan. 17-18—Businessmen's Consultation, **Chester E. Norris, Jr., Commercial Attache, Tel Aviv.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 18—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m.

OKLAHOMA CITY—Jan. 16—In-Office Workshop, Oklahoma City Chamber of Commerce. Sponsors: Oklahoma City Chamber of Commerce, REEC, Commerce Field Office.

PHILADELPHIA—Jan. 17—Foreign Traders Assn. of Philadelphia monthly meeting and dinner, Sheraton Hotel, 6:30 p.m. Speaker: S. Rundt, Rundt Assoc. Topic: Latest Developments Bearing on International Trade.

PITTSBURGH—Jan. 18—In-Office Export Workshop, 2 p.m. Sponsors: Commerce Field Office, REEC.

RICHMOND—Jan. 19-20—Businessmen's Consultation, **W. Wyatt Martin, Ass't Commercial Attache, Stockholm.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Jan. 17—General Export Seminar, Room 9207, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Jan. 18—Businessmen's Consultation, **Edelen Fogarty, Economic Counselor, Stockholm.** Sponsor: Commerce Field Office.

TULSA—Jan. 17—In-Office Workshop, Tulsa Chamber of Commerce. Sponsors: Tulsa Chamber of Commerce, REEC, Commerce Field Office.

VENTURA, Cal.—Jan. 17—Export Expansion Seminar, Greater Ventura Chamber of Commerce, 9 a.m. Sponsors: Los Angeles Commerce Field Office, Chamber of Commerce.

WESTBURY, N.Y.—Jan. 16—World Trade Club of Long Island initial meeting, Westbury Manor, 12 noon. Speaker: Kenneth Gott, editor, *Business International*. Topic: Organizing for International Sales.

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